A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 22, 1968

Competing in the new Arabia

E. Europe aware of U.S. trends

Chile eases its import curbs

International Trade Winds

Company News

ELECTRONICS—Cubic Corp., San Diego has appointed Radio-Holland of Amsterdam as its marketing and service representative in Europe. Cubic's line of electronic surveying products includes Electrotape, a portable instrument used by land surveyors, and Autotape, an electronic system that positions moving ships and helicopters and pinpoints offshore oil drilling rigs, inland waterway dredging barges and pipeline laying boats.

FOOD PRODUCTS—Corn Products Co. of New Jersey is testing Cerealina, a low-cost high protein food, in the Brazilian market through its affiliate Refinacoes de Milho, Brazil, Ltda. Cerealina, which is planned to fit naturally into traditional Brazilian meal patterns, is made from full fat soy flour, corn starch, skimmed milk, vitamins and minerals, and costs the equivalent of 4 cents per serving.

AUTO PARTS—Monroe Auto Equipment Co., Monroe, Mich., a recent 'E' award winner, has announced plans to establish a shock absorber manufacturing and sales facility in Buenos Aires, its second overseas. An investment in excess of $1 million will create a wholly-owned subsidiary to serve Argentina and eventually other Latin American countries. Monroe will take over the operations of Parker Pen Argentina S.A.I.C., its former licensee, and has acquired a plant previously operated by Doehler Argentina S.A.I.C. Production is expected to begin in November.

ARCHITECTURE AND PLANNING—Rotterdam's plans for a World Trade Center have been advanced by the appointment of the Arthur D. Little research and consulting firm of Cambridge, Mass., and Skidmore, Owings & Merrill, architects, of Washington, D.C., to the project. Arthur D. Little will study existing and planned world trade centers in the United States and abroad, as well as requirements of the Rotterdam Center's future clients. The architectural firm will draw up provisional plans based on the research findings.

Newsletter

How much does a butterfly eat? A U.S.-made transducer knows, and it intrigued the German press. The upshot was increased attendance and sales at a recent Frankfurt U.S. Trade Center show. Rocke Int'l provided a photo of a butterfly being weighed before and after a meal through the aid of a transducer. Wide use of the photo in the German press helped build demand that will push Rocke's German transducer sales above the six-figure mark in the next year, according to the firm's German rep. The show, of transducers and data acquisitions systems, was held at the Center last month.

Why U.S. imports should slacken this fall. The significance of CARIFTA. Which South American city is building a subway? Which European capital is building that continent's largest shopping center? Are U.S. exports to Japan expected to climb another 14% in 1968? Answers to these and hundreds of other questions on trade trends in 70 nations were in the semi-annual World Trade Outlook issue of INTERNATIONAL COMMERCE published last week.

Deadline is at hand for U.S. firms to submit business proposals for the U.S. Trade and Investment Mission to Cameroon and the Ivory Coast, Oct. 21-Nov. 16. Firms with a product or service to sell, those seeking agency or distributor relationships, and those interested in joint ventures, licensing, investments or other business arrangements in Cameroon and the Ivory Coast should send their proposals by Aug. 1 to the Director of the U.S. Trade and Investment Mission to Cameroon and the Ivory Coast, Department of Commerce, BIC-926, Washington, D.C. 20230. Required information for each proposal was listed in our April 8 issue.

What U.S. Government help can apply to a particular export situation—yours? A new Export Information Center has been set up in the main Commerce Department building, to put inquirers in touch not only with Commerce, but also with AID, the Small Business Administration, and the Agriculture and Interior Departments, among others. The Center's phone numbers are 202-967-2732 or 202-967-3181.

"California Incentives for Foreign Investment". It's a new prospectus, in English, German and French, being distributed by the State of California's World Trade Office in Frankfurt, Germany. Aimed at key officials in government, banking, transport and trading organizations, it reflects rising interest on the part of European firms in California plant and office locations.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

C. R. Smith
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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in this issue

An on-the-scene report from a Commerce Department country analyst visiting Saudi Arabia is a featured story in this week's INTERNATIONAL COMMERCE. Another major report describes the findings of a seminar team that recently returned from Hungary, Czechoslovakia and Poland. Still another report examines trade prospects in Chile in the wake of some easing of import restrictions there.

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SEMINAR TEAM IN ACTION: The five-man U.S. group that conducted management-marketing seminars in three E. European countries recently is (from left) Ray Ellis, former vice president, Raytheon Co.; Wallace Elton, vice president, International Executive Service Corps; Dr. Phillip Grub, chairman of the Department of Business Administration and director of programs in international business at George Washington University; Dr. Eugene Grabbe, manager of Technology Planning, Software and Computer Center, TRW Systems Group; and Leon Lewins, team coordinator, who is deputy director of the Sino-Soviet Division, Office of International Regional Economics, BIC, U.S. Commerce Dept. Dr. Herbert W. Robinson of C-E-I-R assisted the group at one session.

American management seminar finds East European officials alert to U.S. trends and trade prospects

Probing queries of Budapest, Prague, Warsaw, Poznan audiences show high interest in developing further commercial contacts

Who makes the actual operating decisions once an American corporation has decided to put a new product on the market?

What financial reports do the top managers of U.S. companies need in their work?

How do American firms assess consumer preferences?

Does the practice of intensive advertising—including what is called "subliminal" advertising—really leave the American consumer with a free choice?

These questions, and dozens like them, were fielded recently by a U.S. management team addressing groups of middle-level managers and technicians in Hungary, Czechoslovakia and Poland.

Most members of the seminar audiences claimed extensive familiarity with the theoretical and descriptive literature in the fields of management and marketing. They apparently follow closely the appearance of new publications on these subjects, particularly those of the U.S. What they valued most in the seminar meetings, they asserted, was the chance to verify this subject matter at live presentations based on personal, practical experience.

The seminar sessions held in the three countries dealt with U.S. contributions in the fields of modern management techniques and marketing practices. They included such topics as the systems engineering approach to management planning; financial management in the planning process; modern marketing concepts and technology; international marketing management; developing the management team, and professional management trends.

The presentations were designed primarily for the top, upper, and middle-level managers of East European firms and trading enterprises. Their aim was to stimulate a further growth—if not immediately, then in the near future—in U.S. trade with these countries. Greater familiarity on the part of East European managers with current U.S. practices in management and marketing, as well as more direct knowledge by U.S. businessmen of East European practices and problems in these fields, it was felt, would assist in this objective.

Each country has a central institute which conducts some marketing research. Visits to these organizations by the U.S. team revealed that the institutes subscribe to hundreds of foreign periodicals, especially to those published in the United States, dealing with management and marketing.

These publications, in addition to thousands of specialized books in the extensive institute libraries, are available for reference and loan to interested technicians. Poland and Czechoslovakia also have special institutes of management engaged in training and developing management cadres.

The pertinent organizations in these fields are: the Hungarian Institute for Market Research in Budapest, the Czechoslovak Institute of Management and the National Commission for Marketing in Prague, and the Polish Management De-

Seminar team in E. Europe

A five-man team, sponsored jointly by the U.S. Department of Commerce and the United States Information Agency, visited Hungary, Czechoslovakia, and Poland from May 21 to June 14, and conducted management-marketing seminars in Budapest, Prague, Warsaw, and Poznan.

The seminars in Budapest and Poznan were held in conjunction with the U.S. exhibits at the Budapest and Poznan International Trade Fairs. The team also visited some plants, foreign trade enterprises, and institutions in Czechoslovakia and Poland. The accompanying article is based on observations gathered by the team, and drawn together by Leon Lewins, team coordinator, who is deputy director of the Sino-Soviet Division, in the Office of International Regional Economics, BIC, U.S. Department of Commerce.

Other team members were: director, Dr. Phillip Grub, chairman of the Department of Business Administration and director of programs in international business, George Washington University; Dr. Eugene Grabbe, manager of Technology Planning, Software and Computer Center, TRW Systems Group; Wallace Elton, vice president. International Executive Service Corps; Ray Ellis, former vice president, Raytheon Co., and Dr. Herbert W. Robinson, chairman of the board of C-E-I-R (who joined other members for the final Poznan session).

velopment Center in Warsaw. The Polish Center has been in existence longer and dates back to the early 1960's. The Czechoslovak Institute, led by Engineer Jaroslav Jirasek and in existence only a little over two years, appeared to be well advanced in the training of top managers.

For the most part, though, the East European managers and marketing technicians seemed to be aware of the fact that U.S. management techniques and particularly U.S. marketing practices do not readily lend themselves to application in their centrally planned and nationally controlled economies.

The Prague symposium was held before an audience of about 250 young technicians and plant managers from all districts of Czechoslovakia, an excellent target group, reflecting an outstanding caliber of cooperation by the Czechoslovak hosts in its preparation.

In Poznan, most of the 70 participants consisted of representatives of producing and trading enterprises, plus some computer technicians. In contrast, the seminars in Budapest and Warsaw were attended by smaller audiences. They contained generous proportions of representatives from academic fields whose theoretical studies in management and marketing were rather extensive but who were not likely to have much opportunity to apply the modern techniques in practice.

Each of the three countries visited by the team displayed a keen interest in expanding their trade with the U.S. This interest appeared to be particularly strong in Czechoslovakia.

Wallace Elton, for one, reported that the Czechs impressed him as good salesmen and "imaginative businessmen," aggressive and expansive in their attitudes.

According to Czechoslovak officials, the country's current production, based on a modest domestic market, is too small to be economical. In order to raise production to an economical and profitable level, they asserted, Czechoslovakia must expand its foreign trade and export more manufactured goods. To accomplish this objective, they felt that Czechoslovakia must further improve the quality of its products and raise the country's productivity. Czechoslovakia is, therefore, anxious to import more U.S. goods and equipment which contain advanced technology.

Dr. Phillip Grub reported that Czech firms are interested in many U.S. products, especially building materials and equipment, elevators, machinery, and computerware. One Czech executive said to him: "Why should we purchase technology that may be five or ten years old when we can get the latest from the U.S? However, to buy we need the hard currency, and that is only obtainable if the U.S. market is opened to us through most-favored-nation tariff treatment."

Further interest in U.S. goods reported by Dr. Grub and other seminar members focussed upon water pollution control equipment, contact lenses, machine tools, and textile machinery and equipment. In many of these areas the Czechs are interested in licensing agreements with U.S. firms or their European subsidiaries. In the past, they said, such licensing rights have been purchased outright; recent agreements, however, have been on a profit-sharing basis.

Hungarian officials, too, expressed particular interest in acquiring U.S. computers and electronic products.

Ray Ellis said that in Hungary "we were impressed with the size and technical level of their instrument business" and noted that licensing opportunities exist there for U.S. firms in the electronic and test equipment fields.

Dr. Eugene Grabbe, also impressed with Hungarian instrument capability, ob-

INTERPRETERS TRANSMITTED U.S. CONCEPTS into the local languages. Most E. European managers already had a good base of understanding in their reading. Wallace Elton uses charts to communicate.

served with special interest that the Hungarian products use English-language designations, such as "digital voltmeter" or "signal generator" and even exhibit the English phrase "Made in . . ." "Evidently English is the language of business and new technology" for Hungarians, he commented.

Dr. Grabbe also noted that it is still too early to see how the new supply-and-demand productions plans will work. He said the instrument makers "have become more realistic in research and development contracts to interested manufacturers, since they can no longer count on government support for overruns. They also limit contracts to 18 months to avoid problems of rising costs. These instrument institutes serve to keep in touch with international developments through journals, books, etc."

Specific markets

Dr. Grub assessed the climate for export opportunities, licensing agreements and joint ventures in Hungary as "somewhat limited." But he found a receptivity toward opening Hungarian markets to U.S. firms in specific categories, especially in computers and electronics, and found interest in possible joint ventures there with U.S. automakers.

In both countries it was indicated to the U.S. team that substantial increases in their purchases from this country depended largely upon their ability to sell more of their products to the U.S. in order to provide financial cover for the purchases.

This was very difficult for them to attain, as mentioned above, without most-favored-nation (MFN) tariff treatment of their exports to the U.S. Under present tariff conditions, they said, their products were not competitive in the U.S. market. Therefore, they claimed, there was no incentive for their trading enterprises to expend much effort in trying to penetrate further the U.S. market.

Importance of MFN

Given MFN treatment, both Czech and Hungarian managers asserted, their trading enterprises would be prepared to put forth the effort required to market their goods in the U.S. In such event, they estimated that their trade with the U.S., both ways, would grow manifold.

In Poland, touring the Poznan International Trade Fair, Dr. Grub noted that "numerous license agreement products were on display, including phonograph changers with Gerard, tape recorders and radios with Grundig, and razor blades with Wilkinson. Interest in expanding license agreements with U.S. firms was indicated."

INTERNATIONAL LANGUAGE OF COMPUTERS provided a bond between Dr. Eugene Grabbe of TRW System Group (right) and technicians in the three E. European nations. He and other seminar members held individual consultations on request, in addition to panel appearances.

VISUAL AIDS HELPED TELL THE STORY for Ray Ellis, shown using an overhead projector. Ellis, a former Raytheon executive, noted some licensing opportunities in E. Europe for U.S. electronics equipment.

E. Europe trade with free world rising faster than inside its area

Proportion grew in past decade from one-fourth to one-third; U.S. activity there is still less than 1% of our total trade

By LEON LEWINS

East European trade in recent years has grown proportionately much faster with free world countries than with the socialist countries.

During the period of 1963-1967 their imports from the free world grew by 58.8%, while their total imports increased by 32.4%; their imports from each other, however, rose only by 21.9%.

A similar pattern is reflected in their exports. Shipments to the free world grew by 46.5%, as compared to an increase of 30.2% in shipments to each other. In 1967 about one-third of the trade of Eastern Europe was with the free world; a decade ago this share was only one-fourth.

In absolute terms, their purchases from the free world increased from $4.8 billion in 1963 to about $7.6 billion in 1967, while their imports from each other rose from $12.0 billion to about $14.6 billion. On the export side, their sales to the free world increased from $5.3 billion in 1963 to about $7.7 billion in 1967, while their shipments to each other rose from $11.9 billion to about $15.5 billion. The countries involved are: Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania and the USSR.

Trade balance improved

Two countries, the USSR and Poland, registered improvement in their trade balance during the period. Soviet exports grew by 32.9% and imports by 21.2%. A favorable trade balance was recorded in 1967, amounting to $1.1 billion, matching that of the preceding year. Polish exports during the period grew by 42.8% and its imports by 33.7%. These developments improved the country's trade balance, reducing the deficit of $209 million in 1963 to $118 million in 1967.

Czechoslovakia's and East Germany's imports during the period grew faster than their exports, 28.1% as against 22.4% for the former and 43.4% as compared with 29.3% for the latter. They, nonetheless, retained favorable trade balances in 1967, amounting to $245 million for Czechoslovakia and $177 million for East Germany.

U.S. Trade with East Europe, 1963-67

(millions of dollars)

Year	Exports to East Europe	Imports from East Europe
1963	166.8	85.1
1964	339.9	102.3
1965	140.0	141.6
1966	197.8	182.2
1967	195.1	179.8

Area includes Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, and the USSR.

Source: U.S. Department of Commerce data.

In Romania, Hungary, and Bulgaria the growth of exports and imports was approximately equal during the five-year period. At the same time, however, they showed a trade deficit in 1967 which amounted to $150 million for Romania, $136 million for Hungary, and $114 million for Bulgaria.

The structure of East European foreign trade changed somewhat during this period. The proportion of machinery and equipment, in relation to total trade, increased by approximately 4% each way. The proportion of fuels, raw materials, and semi-finished products declined by about 1.5% in the area's total exports and by about 5% in its imports. The share of foodstuffs decreased by 2.5% on the export side, but increased by 1.5% on the import side. The consumer goods component remained approximately stable.

United States trade with Eastern Europe during the last five years reflected a fluctuating export pattern and a rising trend on the import side. The high point was reached in 1964 when our exports, bolstered by large wheat shipments to the USSR and PL-480 sales to Poland, totaled $340 million.

Modest U.S. increase

On the whole, however, U.S. exports to Eastern Europe registered a modest increase from $167 million in 1963 to $195 million in 1967, or 17%. United States imports from the area more than doubled during the same period, from $85 million to $180 million. Despite these increases, U.S. trade with Eastern Europe accounted for less than 10% of total U.S. foreign trade.

During the period, gains were recorded in our exports to all East European countries except Hungary. In the case of Poland, while our exports show a decline from $109 million in 1963 to $61 million in 1967, it should be borne in mind that the 1963 shipments included large scale deliveries of surplus agricultural commodities, mainly under Title I of Public Law 480. Since 1964 such sales for Polish currency have been discontinued.

Most of the gains in our shipments to Eastern Europe, other than the USSR, were in larger exports of corn, grain sorghums, hides and skins, cotton, and various types of machinery.

On the import side, the largest increases were noted in shipments from Poland, the USSR, and Czechoslovakia. The bulk of the rise was in expanded purchases from Poland and Czechoslovakia, especially canned hams, frozen fish, and fur skins from the former, and machinery, pig iron (until 1967), and leather footwear from the latter. From the USSR the major imports were chrome ore, diamonds, the platinum group metals and—until 1967—pig iron.

East European Trade: 1963-67

(millions of dollars)

Year	Global Trade Exports	Global Trade Imports	Trade with Free World Exports	Trade with Free World Imports	Intra East Europe Trade Exports	Intra East Europe Trade Imports
1963	17,184	16,798	5,255	4,786	11,929	12,012
1964	18,652	18,620	5,824	5,732	12,828	12,888
1965	20,009	19,743	6,538	6,296	13,371	13,447
1966	21,221	20,703	7,166	6,967	14,055	13,736
1967	23,232	22,237	7,700*	7,600*	15,532*	14,637*

Area includes Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, and the USSR.

* Estimated.

Source: International Financial Statistics, International Monetary Fund, Volume XXI, No. 7, July 1968, p. 35.

U.S. approves IMF plan for special drawing rights

Bill authorizes new currency to supplement reserve holdings

U.S. participation in the Special Drawing Rights Plan of the International Monetary Fund has been authorized by President Johnson, acting after approval by both the Senate and the House of Representatives.

The Special Drawing Rights (SDR's) are a new form of international money that nations can include in their reserve holdings. This will supplement the existing assets—gold, reserve currencies (U.S. dollars and pounds sterling), and automatic claims on the IMF—which are not expected to grow fast enough to meet all future needs of a rapidly expanding world trade.

The Special Drawing Rights Plan is designed to keep countries from imposing restrictions on their foreign trade when their traditional reserve asset holdings are below desired levels. Thus, the SDR's will stimulate world trade by allowing the recipients to buy more from other countries, encouraging expansionist economic policies and avoiding deflation.

SDR's will not be spendable money as such, but will be rights to obtain convertible currencies from other participants in the plan in order to meet balance-of-payments or reserve needs.

Accounts now are usually settled in gold, dollars or pounds. A country spending more than it is earning in international transactions can usually borrow from the Fund's pool of currencies supplied by the member nations. The SDR's will not change this traditional type of drawing right. Under the new plan, SDR's will be allocated to each member country in accordance with its quota in the International Monetary Fund. For example, the United States has about 24.5% of the members' total quotas and would be entitled to 24.5% of whatever Special Drawing Rights are created.

The Board of Governors of the IMF unanimously approved the scheme in principle last September and voted for the detailed plan by a large majority in May, but the plan must still be ratified formally by the governments of the Fund's member countries. Adoption of the plan will require approval by at least 65 of the 107 members with at least 80% of the weighted vote in the Fund. Actual allocation or creation of SDR's will require an 85% majority of the total voting power.

The United States is one of the first nations to ratify the required changes in the Fund's Articles of Agreement. As the principal proponent of the Special Drawing Rights Plan, the United States has approved it quickly in the hope that other member countries will follow its lead. Ratification is expected to take at least a year.

Exim discount loan changes foster increase in program

Acceptance of the new Discount Loan program of the Export-Import bank of the United States is seen in figures reporting 11 such loans totaling $163 million in the second quarter of 1968, against two loans for a total of $10 million in the first quarter.

On April 1 Eximbank announced changes in its Discount Loan program established in September of 1966. Among these changes was a lowering of interest rates charged on Net Increase Loans—from a previous minimum of 6% per annum to as low as 5⅛% under the new schedule. Another change extended the term of Discount Loans from a previous maximum of one year to the remaining term of the underlying export debt obligations. Eximbank also agreed to consider purchasing export obligations, rather than lending against them.

The purpose of the Discount Loan facility is to provide an incentive to commercial banks to provide financing for overseas sales and thus to stimulate exports.

AMA plans seminars on Far East, patents

The American Management Association will hold an orientation seminar on U.S. Regulations on American Investment in Indonesia, Malaysia and Singapore Aug. 14-16 at its New York Headquarters.

At the same time and place there will also be a workshop seminar on Foreign Patent Strategy and Procedures.

Participating in the orientation seminar will be the ambassadors from the three countries, a representative from the Agency for International Development, and several businessmen.

Write: American Management Assn., Inc., 135 West 50th St., New York, N.Y. 10020.

New AID grants to assess foreign fish protein markets

The Agency for International Development has awarded a $268,073 contract to General Oceanology, Inc., of Cambridge, Mass., to study the commercial marketing potential of fish protein concentrate (FPC) in Chile and Korea.

Dr. H. Brooks James, AID Assistant Administrator for the War on Hunger, described the study as an important step toward the introduction of low-cost, higher-nutrition foods in developing countries.

General Oceanology will seek to determine whether there is the market potential for FPC in Chile and Korea to justify commercial development. These countries were selected because of their relatively advanced fisheries.

The survey will analyze such factors as consumer and market characteristics, acceptability of FPC fortified foods, and production costs in relation to the market. Results of the study are expected to provide a basis for further consideration of development of FPC industries by private industry and respective governments.

$63 million U.S. aid package that includes rice, cotton made available to Indonesia

The United States Government is making a new aid package available to Indonesia. A commitment of $63 million in rice, cotton and other agricultural commodities provided under PL 480 will fulfill the balance of our $110 million pledge made last November to help meet, with Japan and other free world nations, Indonesia's aid requirements of $325 million in 1968. Quantities and other details have not yet been determined.

The United States also stands ready to furnish Bulgur wheat and flour in support of the Government of Indonesia's effort to meet a previously unforeseen requirement for imported cereals essential for its price stabilization program.

Other countries are exploring assistance of this sort out of resources being mobilized under the Kennedy Round Food Aid Convention. The amounts to be delivered will depend upon experience gained by Indonesia in the coming months as it encourages increased use of wheat products.

Robert S. Oelman of NCR to lead NFTC convention

'68 keynoter is executive board member of NEEC

Robert S. Oelman, chairman and chief executive officer of the National Cash Register Co., will serve as chairman and keynoter for the 55th National Foreign Trade Convention.

The convention will be held Nov. 18-20 at the Waldorf-Astoria, New York, with "Realism in World Trade and Investment—An Essential for Economic Progress," as the the theme.

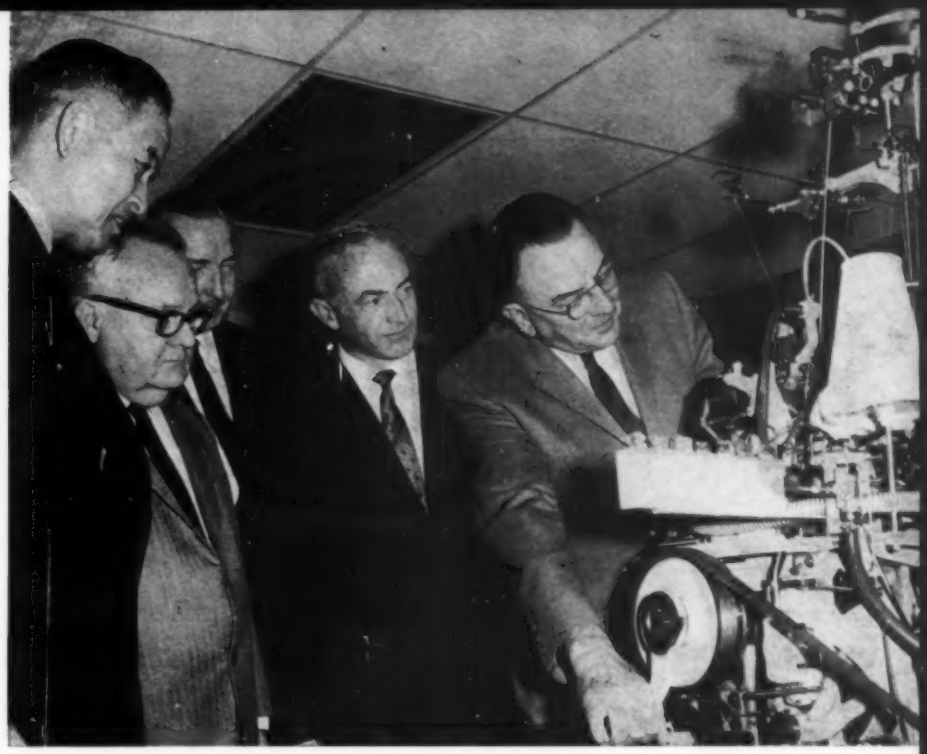
Victor C. Folsom vice president and general counsel, United Fruit Co., Boston, will be chairman of the declaration committee, which will prepare economic policy recommendations for adoption at the convention. Foreign trade groups throughout the country are being invited to submit views.

Regional vice-chairmen serving with Oelman on the national convention committee will be: F. O. Cullen, vice president and regional director, international operations, Del Monte Corp., San Francisco; J. F. Dean, president, Esso Inter-America Inc., Coral Gables, Fla.; Harry B. Duane, vice president and director of international operations, Norton, Worcester, Mass.

Also R. W. Macdonald, president, Burroughs Corp., Detroit; Alfred F. Miossi, vice president-international, Continental Illinois National Bank and Trust Co., Chicago; John Pugsley, executive vice president-international, United States Steel Corp., Pittsburgh; J. P. Turner, Executive Director, Port of Houston; Alfred H. Von Klemperer, senior vice president, Morgan Guaranty Trust Co.

Oelman, a 1931 graduate of Dartmouth College, joined the National Cash Register Co. in 1933. He became assistant to the President in 1942, vice president in 1946, executive vice president in 1950 and president in 1957. A director of NCR since 1948, he was elected chairman and president in 1962, and chairman in 1964. His company has been in overseas trade for almost 85 years and maintains sales and service offices in more than 1,000 outlets throughout the free world. Nearly 45% of NCR's volume is in overseas sales.

Oelman is a member of the Business Council, a trustee of the U.S. Council, International Chamber of Commerce and of the Eisenhower Exchange Fellowships; a member of the executive board of the National Export Expansion Council; the advisory board of the Dayton Council on World Affairs; and a vice chairman of the National Alliance of Businessmen.



FOURTH INTERNATIONAL CONFERENCE OF KNITTING MILL DIRECTORS, held by Berkshire this spring at Wyomissing, Pa., brought company executives from five continents. Berkshire has eight mills abroad but aggressively exports ladies hosiery from its three U.S. mills. Shown here in the new Wyomissing research and development section are (from left) Takeyoshi Nakamura, Japan; Berkshire Int'l Corp. president Paul Guenther; J. Howard Ward and Alex. H. Fetherston, United Kingdom, and William Sheeler, Berkshire's production machinery superintendent, studying new knitting and styling techniques.

Import record hikes Italian foreign trade to new levels

Italian foreign trade reached new record levels as imports for the month of May hit a new high of $878.4 million, surpassing the previous record of $875.2 million set last November.

For the first five months of this year, imports amounted to $2,525 million, an increase of 1.9% over the similar 1967 period, while exports gained 11.8% to $2,523 million.

The relatively small advance in imports is in part due to the fact that significant quantities of corn purchases have not yet been recorded in the statistics because of certain administrative problems deriving from the implementation of the EEC's Common Agricultural Policy.

Virtual embargo set in Rhodesia trading

The U.S. Department of Commerce has announced a virtual embargo on exports to Southern Rhodesia. This action, effective immediately, is one aspect of the United States implementation of Resolution No. 253 unanimously adopted by the Security Council of the United Nations on May 29.

All authorizations to export any commodities except certain types of printed matter and news or documentary motion picture films are revoked. In the future the Department of Commerce will authorize only exports intended strictly for medical purposes, for use in schools and other educational institutions, or for the essential needs of recognized charitable institutions, and foodstuffs required in special humanitarian circumstances.

Shipments that were already in transit to or at ports of exit for shipment to Southern Rhodesia, however, may be exported if they are loaded on the exporting carrier within 21 days.

The action was announced in *Current Export Bulletin* No. 968.

El Salvador International Fair invites farm, industry equipment for Central American market

Market survey indicates demand for U.S. machinery for food industries and packaging, agriculture, light manufacturing

A group of U.S. equipment-making industries will zero in on demonstrated multi-million dollar markets for their products in Central America through a U.S. Department of Commerce-sponsored exhibition in El Salvador Nov. 9-30.

The U.S. show at the Third International Central American Common Market Exhibition at San Salvador, will feature machinery, equipment and implements for agriculture, forestry, metalworking and woodworking, packaging and food processing.

Each of the fields—agriculture, food industries and packaging, and light manufacturing—is growing and has demonstrated demand for U.S. machinery, according to a market survey of the five-country free trade area performed for the Department of Commerce.

The El Salvador International Fair is the largest and best attended show in the area. A broad Commerce Department market development campaign will assure exposure for U.S. exhibitors to trade representatives who have been identified as potential buyers. Companies seeking agents in this market likewise will receive special Commerce assistance.

In the agricultural sector, the five countries purchased nearly $9.5 million worth of U.S. equipment during 1966, up from $3.9 million in 1960. General farming, cattle and hog raising, the poultry industry, and dairying all are expanding as is forestry in this region where more than half the land is in timber.

Food processing and packaging equipment imports from the United States exceeded $6 million in 1966. The region has a number of new plants for processing a variety of fruit, vegetable and meat products, and a trend to milling flour locally from imported wheat instead of importing flour. The people also are seeing the start of local supermarkets and new packaging and marketing techniques for food products as well as non-food articles.

Purchases of U.S.-made power and hand tools and metalworking and woodworking machinery amounted to $5.6 million in 1966, helping expand operations of the region's light industries. The area's small furniture factories, for instance, are seeking more advanced equipment to meet their increasing product demand.

Light metalworking and metal-forming machinery also is sought by Central American industries that have passed the stage of the home-type power tool.

Behind the market prospects in each of these categories is a healthy upsurge in the economy of the eight-year-old free trade group composed of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. Their industrial production rose at a 10% annual rate during the 1960-65 period, and their potential for future economic expansion is impressive, according to Commerce reports.

Total imports from the United States reached $385 million by 1966, up from $250 million in 1960, and accounted for more than half of all imports from outside the five-nation area.

U.S. companies exhibiting corresponding product lines have recorded impressive sales success in past exhibitions in Latin America and elsewhere. An example is the EXPO-META show at Mexico City in August 1967. Fifty-five U.S. exhibitors of packaging and food processing equipment reported immediate sales of more than $1.1 million and forecast nearly $5 million in additional orders within one year of the show.

Metalworking equipment attracted solid Latin American interest at a U.S. exhibition in Caracas, Venezuela, in November 1966. Fifty-two firms in the metalworking section of the show said completed and future sales would total $1.3 million within a year as a direct result of the exhibition.

A U.S. exhibition at Melbourne, Australia, last August netted $606,000 in off-the-floor sales and first-year sales estimates of $5 million by 48 exhibitors of agricultural equipment, packaging machinery, and other industrial machinery and equipment.

U.S. manufacturers and distributors interested in further information on the El Salvador exhibition may contact the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (telephone: area code 202-967-5506), or any of the Department's 42 Field Offices.

Triennial chemical industry fair set for 1969 in Belgrade

The management of the Belgrade Fair has announced that the Sixth International Fair of Chemical Industry will be held at the Belgrade Fair Grounds, June 14-22, 1969.

This fair, which is held triennially, will encompass the chemical industry and its industrial applications. In addition the Yugoslav Association of Chemists and Technologists will present a Congress of Industrial Chemistry which will run concurrently with the Fair.

For further information on this event **write** directly to Belgrade Fair, Bulevar Vojvode Misica 14, Belgrade, or contact any Yugoslav diplomatic or consular office.

Third Official Fisheries Fair set for August 1969 in Norway

The Third Official Fisheries Fair, to be held in Trondheim, Norway, Aug. 14-21, 1969, will offer U.S. suppliers of advanced electronic and other equipment in this field an excellent forum through which to introduce and sell their products in Norway.

Firms manufacturing products in the following categories have been invited to take part: shipbuilding yards; engines, motors, and equipment; boat equipment and accessories; navigational and fish-finding equipment; fishing gear; fishermen's clothing and provisions; fish processing equipment, including refrigeration units; manufactured products; transport and marketing; export packing; angling equipment, and publications.

Write: Norwegian Industries Fairs, Trondheim, Norway.

CURBSIDE DEMONSTRATION (above left) by the German representative of the Cyclo-Shine Machine Corp. helped create sales orders worth at least $250,000 and negotiations with 24 prospective agents. E.I. DuPont's exhibitors (above right) confined their sales activities to inside the Trade Center.

Auto maintenance exhibit in Frankfurt copies 1963 success

79 agency agreements were being negotiated at show's close

The automotive service and maintenance equipment show held at the U.S. Trade Center in Frankfurt from May 27-31 lived up to the successful reputation set by its earlier version held in March 1963.

Twenty-five firms, representing 39 exhibiting companies, reported projected sales over the next year totaling almost $1 million, and were enthusiastic about the show's results.

The exhibition enabled seven participating companies to use the Trade Center's facilities to develop new business contacts. Three distributors were signed up during the show and another 79 agency agreements were still being discussed when the show closed.

A notable success story was reported by the German representative for Cyclo-Shine Corporation, which introduced its car polishing machine to leaders in the European trade. Although he had not sold any machines prior to the show, he received actual sales orders from important European gasoline station chains and automobile equipment distributors which are expected to total at least $250,000 over the next year.

PRODUCT DEMONSTRATIONS are a key to sales success, as shown by interested buyers at Bardahl booth (above). Siebring Mfg. Co. official (below right) interviews potential agents for German market at show.

Soaring German electronics market prompts U.S. exhibition in Munich

Some 1,000 manufacturers from many countries will display latest in tools, materials, hardware for production, testing

The U.S. Department of Commerce will sponsor an official U.S. exhibition at ELECTRONICA '68, one of Europe's most important international trade fairs for the electronics industry, Nov. 7-13 in Munich. More than 1,000 manufacturers from many countries of the world are expected to participate.

A productivity boom is expected to send West Germany's market for electronics equipment soaring to a record level of more than $1.7 billion this year, opening new export outlets for U.S. production equipment for the electronics industry.

The U.S. show at the fair will feature a broad range of American manufacturers' newest and most advanced tools, materials, and hardware for electronics production—from atmosphere control systems and automatic assembly lines to crystal-growing and testing equipment.

Some of the products and product categories in greatest demand include atmosphere control systems, circuit printing production equipment, vapor degreasers, drilling machines for printed circuitry, dust-free work stations, electronic circuit card assembly systems, encapsulation machines, etching equipment, and fluxes and chemical soldering materials.

Also, molded parts, multiple connectors for high-density packaging, stacking systems for printed circuits, strip feeders for high-speed stamping presses, testing equipment for integrated circuits, ultrasonic cleaners, wafering and dicing machines, welding equipment, and wire-cutting and stripping machines.

Germany now represents the fastest-growing market for computer equipment in the world. In the four-year period 1964-67, installed computer capacity increased 300%. A fourfold growth rate is expected by 1975. To satisfy this tremendous demand for computer equipment, German manufacturers are expanding their production facilities, enhancing the business potentials for U.S. firms.

To support U.S. exhibitors at ELECTRONICA, Commerce will conduct a market promotion campaign throughout Western Europe to attract prospective buyers, agents, distributors, and manufacturing licensees.

Participation in Commerce-sponsored commercial shows overseas has proved profitable for U.S. electronics equipment makers in the past. For example, one of the most successful shows ever staged at the U.S. Trade Center in Frankfurt featured the electronics production and packaging machinery of 43 U.S. firms.

The U.S. exhibitors report sharing in approximately $5.8 million in new export business in Western Europe in the year following the show, held in January 1966. They also signed up 27 agents to handle their products on a long-term basis.

Manufacturers interested in taking part in the U.S. exhibition at ELECTRONICA '68 should write to the U.S. Department of Commerce (BIC-938), Washington, D.C. 20230 (or phone: area code 202-967-3088). Additional information also may be obtained from any of the Department's 42 Field Offices.

Market for latest in industrial fasteners expanding throughout Scandinavian lands

Stockholm Trade Center exhibition to feature all types of adhesives, mechanical fasteners, assembly equipment, welding apparatus

To help U.S. manufacturers take advantage of the expanding market for advanced industrial fasteners and assembly equipment in Sweden and throughout Scandinavia, the Commerce Department is sponsoring a special exhibition at the U.S. Trade Center in Stockholm Nov. 6-12.

The show is aimed at attracting representatives from a wide range of businesses, including the shipbuilding, communications, construction, electronics, office equipment, and electro-mechanical industries in all the Scandinavian countries. All types of advanced and special purpose mechanical fasteners, adhesives, assembly equipment, production machinery, and welding apparatus will be featured.

Commerce reports show strong evidence that U.S. producers could become the dominant suppliers of these products in Scandinavia. Manufacturers in Sweden are actively seeking advanced assembly techniques and tools to help cut production costs in the face of scarce skilled labor and relatively high wages. These manufacturers have great respect for American leadership in technological innovations and high quality products.

The specialized product group known in the United States as industrial fasteners has no counterpart in Scandinavia, and there has been little research on advanced devices there, placing U.S. producers in a favorable position.

Scandinavian fastener imports have increased steadily in recent years. Although precise market information is lacking, available U.S. export statistics reveal shipments to Scandinavia exceeding $3.8 million in 1967. The total demand is conservatively estimated at two or three times this amount.

Scandinavian producers are especially interested in fasteners that will increase efficiency, conserve labor, and cut production costs while maintaining high quality. Design and dependability are most important with price only a secondary consideration.

Export opportunities are especially promising for special patented or proprietary mechanical fasteners with superior properties such as heat or corrosion resistance, tensile strength and in-place cost saving. Advanced tools and applicators such as nut runners, power screw drivers, impact wrenches, and nutsetters; sophisticated production equipment; bonding materials; and welding apparatus also offer good sales prospects.

U.S. exhibitors in the Stockholm show will benefit from a broad market development campaign already underway throughout Scandinavia to attract buyers, agents, production managers, and design engineers in all product lines.

Firms interested in taking part in the show may obtain more information from the U.S. Department of Commerce, (BIC-946), Washington, D.C. 20230 (phone: area code 202—967-5751), or from any Commerce Field Office.

SALE FOLLOW-THROUGH won probable sales to the tune of $150,000 for Goodrich International (above left). Among most popular booths at the show, the Gulf General Atomic display (above right) drew a steady stream of visitors to see its exhibit of newest electromagnetic metal forming machinery.

Quality Milan audience pays off in sales

All but one exhibitor report complete success at assembly equipment show

For those that believe good crowds come in small packages the recent industrial assembly equipment exhibit in the Milan Trade Center was a vindication. "Early attendance was low in numbers but high in quality," glowed the official report. "It included Italy's most important automotive, office equipment and appliance firms."

However, word got around and the show lost its exclusiveness when more than 700 visitors turned up during the last two days. Through thin crowds and thick, the 37 U.S. firms which exhibited at the show kept right on selling. The final verdict on the show: "A solid success."

On-the-spot sales of over $100,000 were made, and participants expect almost $2.8 million in business during the next twelve months as a direct result of the exhibit.

Two agency agreements were signed, and three more were under negotiation when the show closed.

Ten of the exhibitors were new to the Italian market, and 36 out of the 37 firms which took part reported that they had fully achieved their marketing aims at the exhibit, and the 37th said it was partially satisfied.

GETTING THE FEEL of a product will lead to more sales than reams of product literature, Rosan, Inc. found. Italian businessmen examine Rosan fasteners (above right). Face-to-face contact is essential in finding a local agent, and two Spraymation officials (at right below) found their man for Italy at Milan.

Metalworking equipment makers to exhibit products at Frankfurt

U.S. Trade Center show presents opportunity to enter expanding machinery industry, Germany's second largest

U.S. manufacturers of advanced metalworking equipment will have an opportunity to boost their sales in Germany through an exhibition at the U.S. Trade Center in Frankfurt, Oct. 14-18. The high technology needs of Germany's machine tool industry, benefiting from the country's renewed economic expansion, entail both increased production requirements and plant modernization efforts.

According to Commerce Department market data, the machinery industry is the largest in Germany after the chemical industry. As a measure of this market for equipment, there are more than 4,000 machinery manufacturers, including some 460 machine tool firms.

The Advanced Metalworking Equipment Exhibition will feature "non-traditional" machining processes, including abrasive jet cutting, ultrasonic and electro-chemical machining, chemical milling and engraving, electric discharge machining, electron beam machining, laser beam machining, plasma arc machining, and equipment for grinding, deburring and honing.

Other product lines featured in the October show will be precision gauges, workpiece handling and positioning equipment, and metal fabrication equipment.

In 1967, Germany imported machine tools valued at $63 million, of which more than $11 million worth came from the United States. With a vigorous demand for capital goods, German industry indicates a continuing need for sophisticated American machine tools and accessories that will reduce lead time, increase production rates, cut costs, and save labor. A tightening labor market is adding impetus to replacement of outdated machinery.

Germany is on the threshold of applying non-traditional machining processing in the aerospace, nuclear and automotive industries which enhances U.S. equipment sales prospects. Increasing use of intractable materials and the need to work intricate shapes to more precise tolerances also offer new sales and licensing opportunities to U.S. manufacturers of metalworking equipment and gauges.

American machines also carry good market potential for several specialized reasons, contrasting with the generally smaller and lower-capacity European models. U.S. makes are sought particularly where high uniform production rates are required for extended periods, where extreme versatility is demanded and economically justifiable, where machines for unique purposes cannot be economically manufactured in the more limited local market, and where American equipment offers newer technology.

U.S. exhibitors in the October show at Frankfurt will benefit from the Trade Center's market development campaign to assure attendance of important buyers and prospects. American companies introducing products in this market for the first time also will have assistance in finding local sales agents.

An exhibition at the U.S. Trade Center in Tokyo in June 1966 demonstrated the appeal of corresponding U.S. industrial equipment in overseas markets. The exhibition of specialized machine tool accessories and precision gauging equipment brought $1.3 million in confirmed first-year sales to 28 exhibitors.

U.S. manufacturers interested in participating in the Frankfurt show may obtain additional information from the U.S. Department of Commerce (BIC-938), Washington, D.C. 20230 (telephone: area code 202-967-4713), or from any of the 42 Commerce Field Offices.

German souvenir exhibition called largest in Europe

The Fourth International Souvenir and Gift Salon will be held in Wiesbaden, Germany, Oct. 12-14, and U.S. firms in these fields have been invited to participate in the show.

This fair is, according to its sponsors, the largest of its kind in Europe, and last year drew 3000 buyers, of which 300 came from 25 countries outside Germany.

Firms interested in exhibiting should **write:** Mauritius- Verlags- und Messegesellschaft m.b.H., 62 Wiesbaden, Kleine Wilhelmstrasse 5-7, Germany.

Frankfurt automotive exhibit good vehicle for U.S. sales to profitable German market

U.S. firms in the automotive, auto accessory, and auto supply fields have been invited to show their products and processes at the 44th International Motor Vehicle Exhibition, to be held at the fairgrounds in Frankfurt, Germany, Sept. 11-21, 1969.

Eleven separate exhibit categories have been announced by the exhibition management, as follows:

Passenger cars and station wagons; delivery vehicles, trucks, buses, special purpose vehicles; trailers, including camping trailers; bodies; internal combustion engines for vehicles; components, parts and accessories; tools and equipment for repair and testing; equipment for filling stations and garages; tires and other automotive rubber products; chemical and mineral oil products for automotive applications; and automotive books and publications.

The show draws an estimated 750,000 or more visitors each year, mostly from the automotive trade, so it offers an excellent vehicle for U.S. sales in the German market.

Write: Verband der Automobilindustrie, e.V., Postfach 4249, 6 Frankfurt/Main, Germany.

Concurrent safety equipment, water research exhibitions scheduled for 1969 in Paris

Two concurrent exhibitions scheduled for Paris, Sept. 30-Oct. 5, 1969, will highlight latest advances in the fields of safety equipment and protective devices, and water research and water purification techniques. U.S. manufacturers with products in these areas have been asked to exhibit by the management firm which is running both shows.

Both shows will be held at Le Bourget Airport, just outside Paris. The safety exhibition will concentrate on firefighting, rescue work, hygiene, and protection against noise, corrosion, radioactivity, pollution, and other contaminants.

The water techniques show will feature equipment, products, and services related to water research, supply, control, treatment, desalination, sanitation, and regeneration.

Write: Europrotection—l'Homme et l'Eau, 8 rue de la Michodiere, 75 Paris 2, France. Deadline is Dec. 31, 1968 for application for both the safety and the water research shows.

Chile eases import rules

Favorable copper prices enable Government to relax restraints on trade

By HARRY R. ZERBEL
Commercial Attache, U.S. Embassy, Santiago

With copper prices apparently holding at a good level on world markets, the Chilean Government has recently reversed a former policy of restraint on import authorizations. Licenses are now being issued rapidly, and the 1968 import goal has been raised to more than $900 million, substantially greater than the already high level of imports which may have reached $840 million in 1967.

The Central Bank has also announced a decision to permit a moderate but significant expansion of credit during the last half of 1968 for use by Chilean industrialists and other businessmen.

Other favorable factors include substantial progress in the copper expansion program and an increase in foreign credits from Italy, France, Spain and other Western European countries. Some large investment programs, after having encountered delays, also appear ready to move ahead.

There is, however, some doubt that the import goals will be met in 1968. The economic slump which began in mid-1967 has continued into 1968. The slow 1967 growth rate has been estimated at between 2.5 and 3.5%. (A concise summary of Chilean economic conditions was reported in last week's World Trade Outlook issue of INTERNATIONAL COMMERCE.)

During the first quarter of 1968 the production index of the Chilean Manufacturers Association has shown a rise of only 1.9%, with sales off a significant 6.4%, following a 1967 sales decline of 1.6%. This slump has occurred during a period of heavy imports, and there are signs of a softening of local demand for items such as automobiles and construction equipment.

Available license issuances (in thousands of U.S. dollars) for the first four months of 1968 show slight change from the comparable period of 1967.

It should be noted that the data for the first four months of 1968 show import registries up 3% over the comparable period of 1967. Without a large operation —the LAN Chile importation of jet aircraft listed by the Central Bank at a cost of more than $30 million—the license value for the January-April period of 1968 would have declined 11% by comparison with 1967.

License coverage data for January-April showed 1968 payments at $160.6 million, compared to $223.9 million in 1967. Licensing and coverage during the next few 1968 months is, however, expected to rise by comparison with corresponding periods of 1967.

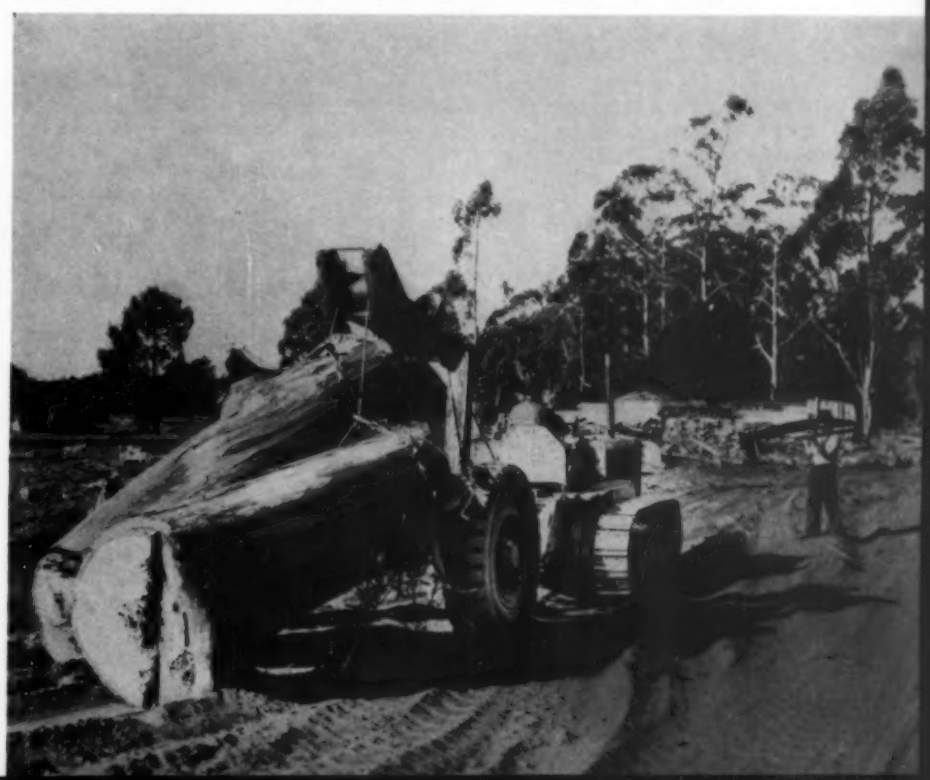
The licensing data are reasonably valid but should be used with some reserve. The licenses are issued against pro forma invoices, but actual imports are legally permitted to vary in value by up to 5%. A few licenses, but not many, fail to result in actual imports.

The license issuance normally permits immediate shipment, but average delays of three to four months occur from time of licensing until the import is actually effected. In exceptional cases the delay can be much greater. Clearance through Customs is normally completed within two weeks except when special problems arise or near the end of the calendar year when a traditional log-jam occurs.

Central Bank data on actual coverages of import licenses present a somber picture. The coverages, which represent the actual use of licenses for general imports, LAFTA, special regimes and deferred coverage imports were down $92 million for the eight-month period Sept. 1967-Apr. 1968 by comparison with the corresponding period of 1966-67.

The decline in the coverage of licenses was reportedly due to various factors such as devaluation of the escudo resulting in more expensive imports, greater use of international credits, a slump in industrial activity beginning in mid-1967, increasing tightening of credit and the shortening in early 1967 of the waiting period for foreign exchange remittances from 70 to 60

CHILEAN LOGGING INDUSTRY provides a significant market for U.S. heavy equipment, which has been one of the principal areas of American trade penetration in Chile during the past two years.



days (for futures sales, 50 days beginning Oct. 25).

Despite the sobering effects of the foregoing statistics, there are numerous factors holding up import prospects for 1968. The copper expansion program will pump some $70 million of new investment into Chile, at least $40 million more than in 1967.

Industrial production, while not advancing, is holding up at close to last year's level. More money is being made available for construction, and belated payment in 1968 of wage readjustments should have a stimulating effect on the economy.

During the past two years the principal areas of U.S. trade penetration in Chile have been in basic food products such as wheat and dairy products, tobacco, construction and highway equipment, valves, control equipment, measuring instruments, bearings, electric and electronic equipment, communications equipment, automotive spare parts and original equipment or component parts for trucks, buses and taxis.

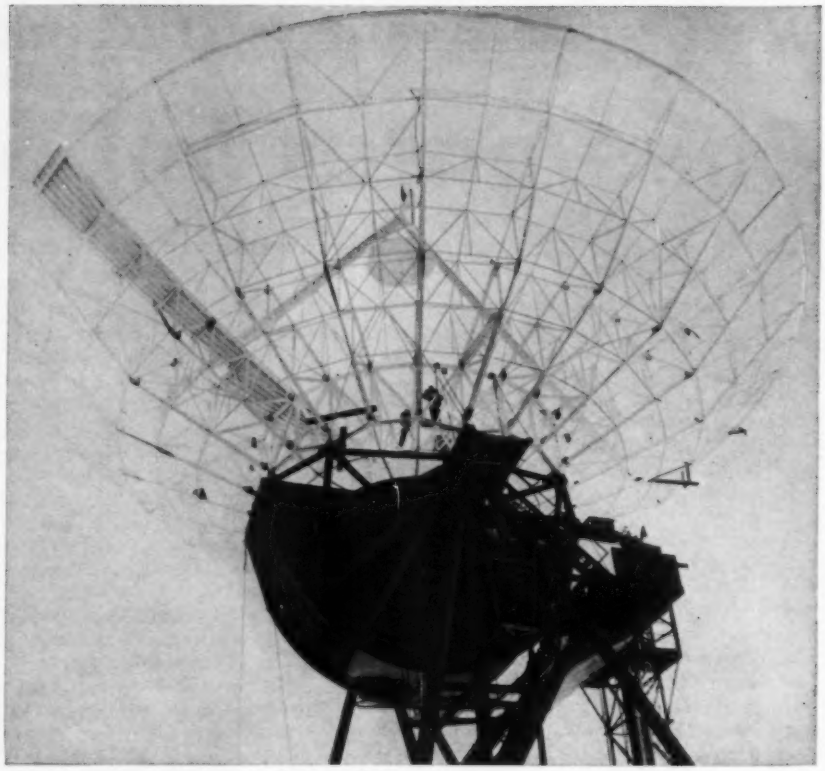
Other promising trade items for the U.S. include aircraft, railroad equipment, fertilizers, pesticides, agricultural machinery other than tractors, and capital equipment for the copper, steel, petroleum pipe, copper wire, petrochemical and other industries for which financing has already been, or is in process of being, arranged.

Import prospects for 1968 are not yet clear. Forecasts range from $800 million to $950 million. Since the economy is at present going through a period of consolidation or readjustment, it is probable that 1968 imports will show at best only a modest rise, perhaps to $860 million.

United States purchases of Chilean products reportedly fell off in 1967 to well under $200 million from $219.7 million in 1966. The decline was apparently due to increased sales of Chilean copper in Europe where prices for the commodity were substantially higher than in the United States. Central Bank and Copper Corporation advance data for early 1968 reveal a continuation of the trend during 1968.

Under the circumstances there may be a tendency on the part of the Chilean Government to encourage importers to buy from countries such as the United Kingdom, France, Italy, The Netherlands, Belgium, Sweden and Japan which have substantial adverse trade balances with Chile.

Chilean imports from the United States apparently began to fall off during late 1967 due to several reasons: a decline in AID, lower prices and longer credit terms in some cases offered by Western European countries, slower U.S. deliveries, the failure of United States banks and lending agencies to offer wholly competitive credit terms, particularly in regard to the frequency of eight-year and longer credits and the size of the down payment, often 10-15% versus 20% in the United States.



THIS SATELLITE EARTH STATION at Longovillo, Chile, by General Telephone and Electronics will bring to the South American continent needed voice, television, and data communications capability.

U.S. lending agencies tend to overlook the small orders, but European banks and lending agencies usually pay more attention to the orders under $25,000 than do their U.S. counterparts. There is a tendency of Chilean buyers to look for the lowest prices, with quality sometimes of only secondary importance.

In addition Chile requires at least five-year minimum credit terms on any durable capital goods, with three and four-year terms not qualifying for tax exemptions under the deferred coverage system.

Chilean Government agencies are uniformly asking for, and usually insisting on, eight-year terms or longer for their major capital goods purchases. To a great degree, Chile is purchasing credit as much as the specific commodities or equipment requested.

Where the United States sellers can come up with credit terms equivalent to those offered by European firms, the U.S. firms can often make the sales because of the general high regard in Chile for the quality, advanced technical characteristics and excellent service normally accompanying many U.S. products.

The Chilean Customs Service reportedly adds insurance, freight and bank charges to the f.o.b. prices. Most commissions are now normally paid to Chilean importers in local currency, but to the extent that commissions and other extra charges are included in the import valuation, the total import statistics are inflated.

With the carryover to 1967 of many import operations where the goods actually arrived in port during 1966, the 1967 total statistics may be increased. The shortening of the waiting period may also have speeded up 1967 imports.

Finally, the equipment for the copper expansion began moving on a large scale during the latter half of 1967.

Even if the U.S. share shows some decline during 1967, total imports from the United States may not be much different from the 1966 total of $297.9 million. U.S. exporters may have considerable difficulty, however, during 1968 in maintaining the U.S. share under the competitive conditions prevailing in Chile.

Argentines see '69 push

Upswing seems to be gathering force; should help U.S. sales, investment

While U.S. exports to Argentina may not grow in 1968 (much of the public investment program is construction, the import content of which is relatively low), the upswing in 1969 and thereafter will be more generalized and will require an increasing amount of imports.

The underlying social stability, the prospects of sustained growth, ample incentives to private investment, both domestic and foreign, and the largest high income market in Latin America should make Argentina an increasingly attractive place for U.S. investment in the years to come, according to the latest Economic Trends Report submitted by the U.S. Embassy in Buenos Aires. (A concise summary of Argentina's economic prospects was published in last week's World Trade Outlook issue of INTERNATIONAL COMMERCE.)

U.S. exporters will do well if they keep their high share of the Argentine market in 1968. Since 1958, the United States has been Argentina's main supplier, with a share of the market varying from 16.5% to 29.3%. Over the last four or five years, the U.S. share of the market has remained stable at about 22%.

Various factors have been responsible for this showing: the quality of U.S. goods; the large amount of investment by U.S. firms (now in excess of $1 billion) which have given preference to American machinery and equipment; ample private bank and Export-Import Bank credit; a large, excellent network of sales and service representatives; and Argentina's own non-discriminatory trade policy which has given U.S. firms the right to compete on equal terms with other countries.

In some respects this situation is changing. European and Japanese suppliers are competing more aggressively; they have access to financing as good as American exporters have, and their generally lower prices are a decided advantage. Once Argentine customers would pay higher prices for higher quality U.S. products, but the quality differences are no longer so marked.

Although the Argentine Government is committed to a non-discriminatory, multi-lateral trade policy, pressures have built up to have the Government award purchase contracts to suppliers in countries which are good customers for Argentine exports. Such pressures are apt to increase in cases where countries abroad adopt measures to restrict imports of goods supplied by Argentina.

Assuming no significant changes in import policies, the picture for 1969 presents good possibilities of increasing U.S. exports. By then, the public sector investment program should be getting into high gear. This program, $900 million of which is earmarked to be spent in 1968, represents a 50% increase over last year. A very large part of this expenditure will be realized, judging from the public construction index. In the first quarter of 1968 this was 34% higher than in the first quarter of 1967. The rate is likely to accelerate during the rest of 1968.

Investment program

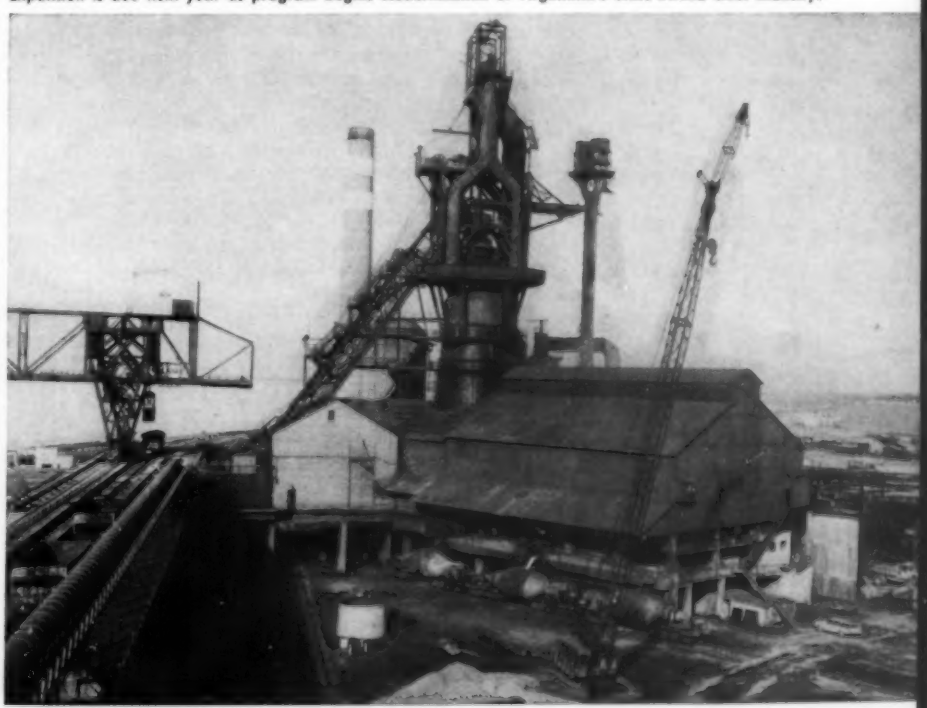
The 1968 public sector investment program is just a beginning. The investment program for 1968, for example, does not earmark much money for expenditures on the $400 million El Chocon-Cerros Colorados project, on the $70 million atomic energy plant, or on the State-owned Somisa steel plant expansion project. These get under way in 1969.

The magnitude of the public sector program to be carried out over the next three or four years is indicated by some of the component programs already approved: highways, $250 million; water and sanitation, $134 million; Buenos Aires electric energy investment, $135 million; telephones, $50 million; merchant ships, $45 million and railroads (1968 only), $131 million.

In addition, the program envisages the construction of several large bridges, refineries, rural electrification systems, crop storage facilities, ports, pipelines, flood control works, communications systems, and airports. In the private sector large investments are certain to take place in petroleum, petrochemicals, steel, non-ferrous metals, automobiles and trucks, synthetic fiber and materials, paper and wood pulp.

The public sector program represents

THIS ELEVATED FURNACE, part of a steel mill near Buenos Aires, belongs to a growing enterprise. Expansion is due next year as program begins modernization of Argentina's State-owned steel industry.



Main features of stabilization program

Argentina's program for monetary stabilization was initiated in March, 1967, under Minister of Economy Krieger Vasena. Main features of the plan include:

Reduction of the budget deficit in real terms;
Large increase in public sector investments;
Maintenance of a realistic exchange rate;
Strong incentives to private domestic and foreign investment;
An income policy under which wages have been set on the basis of maintaining the real wage level of the first quarter of 1967, and noninflationary price guidelines have been accepted by business;
Ample bank credit for business and consumer loans.

a bold attempt to make up for the decades-long failure to maintain and modernize Argentina's infrastructure. Is it within the capabilities of the Argentine government and business community? The answer is yes, provided the determination to eliminate Argentina's chronic inflation does not wane.

Most of the program will be financed out of the resources of state enterprises and the central government.

If Argentina continues with its present fiscal and monetary policies, it should retain the confidence and support of the international financial agencies and of private foreign investors for its investment programs. In addition, the management and labor rationalization programs and sound pricing policies in the state enterprises should enable them to develop ever larger internal resources for investment.

The question remains whether the key elements of current economic policy—monetary and fiscal stabilization, the encouragement of private enterprise and the welcoming of foreign investment—have lasting power. At first sight the answer, on a reading of recent Argentine history, would appear to be no. Since 1955, for example, there have been 17 ministers of economy, with none enjoying more than 21 months in office. Policy emphasis has oscillated back and forth between stabilization and development, and the uncertainties generated by these changes have not been conducive to good business planning.

But throughout this period certain constants have been manifest: the maintenance of internal order; respect for individual civil rights; a freedom, remarkable in Latin America, from restrictions on foreign private investment; and the absence of runaway inflation. These constants reflect the underlying social stability of the country.

The Government's original goals of a 5% increase in GNP and relative price stability will not be achieved in 1968, but they should be achieved in 1969 and sustained thereafter if the policies initiated in 1967 and carried out since then are continued.

The Argentine outlook for the rest of 1968 is for rising non-farm output and a greatly diminished rate of price increase as compared with the second half of 1967. For 1968 as a whole gross domestic product should rise about 3%, and price rises should not exceed 10-15%. This would amount to cutting the 1967 rate of inflation by half.

While 1968 will not be a boom year for business, because exports and farm production will be down, the large public sector investment program will be gathering momentum and should provide a strong stimulus to the economy in 1969. The upswing in the economy in 1969 is likely to take place in an environment of greater price stability, because of better utilization of plant capacity which will bring unit costs down, and because of the government's income policy.

The dominant features of the current situation are the upswing in non-farm output, the decline in farm output and the relatively low rate of price increases. Non-farm output in the first quarter of 1968 rose 5.4% as compared with the first quarter of 1967, and all service sectors except communications increased their output. Farm output, however, declined by 6.8% with relation to 1967. Seasonally adjusted prices rose about 3% in the first five months of 1968 as compared to 9% in the same period of 1967; something of a record for post-war Argentina.

The rate of increase in GNP during the first quarter of 1968 was considerably less than the first quarter of 1967. However, the recovery of manufacturing output, the sustained upward trend in construction and in the energy and minerals industries as well as steadily increasing public investment reflect more powerful expansionary forces than were present in early 1967.

Then, food crops (except for wheat), large exports in the first quarter of 1967 and a loose monetary and fiscal policy were about the only expansionary factors at work by the time of initiation of Krieger Vasena's monetary stabilization program in March 1967. Once stabilization measures went into effect, good crops and good exports were not sufficient in themselves to sustain more than a limited recovery from the depressed levels of 1966.

Manufacturing output declined in the third and fourth quarters of 1967; as a result manufacturing output for 1967 as a whole dropped 0.4% below the level of 1966. Owing largely to this disappointing performance of the manufacturing sector, GDP (Gross Domestic Product) in 1967 increased only 2% over the 1966 level, which in turn was 1% less than in 1965.

The increase in manufacturing output during the first quarter of 1968 was 3.9% larger than output in the first quarter of 1967. All sectors except food processing and electrical equipment increased production. The increase in output in the extractive industries and in the construction sector was even more marked, 10.4% and 16.9%, respectively, over the first quarter of 1967.

Although the increase in GDP in real terms in 1968 may not be dramatic, perhaps 3% as compared with a 2% increase in 1967, the rate of inflation should be cut drastically, to perhaps 10-15% as compared with a rate of about 27% in 1967. Commercial bank credit will be much easier as a result of the Central Bank's recent 50% cut in reserve requirements effective June 1. Interest rates will, therefore, decline substantially from their present levels (i.e. 21-23% for 90 and 180-day prime loans).

Although exports are not likely to reach the level of 1967 ($1,464 million) they will at least equal the 1963-64 average level of close to $1,400 million which was the highest level up to then of Argentine exports since the late 1940's.

No devaluation danger

Imports, which were $1,096 million in 1967, should remain at close to this level. With further inflows of private capital probable and with the proceeds from planned bond issues in Europe and the United States, Argentina should be able to conserve its reserve holdings (now at $700 million not including the IMF standby of $125 million and its $75 million swap agreement with the U.S. Treasury). With ample reserves behind it, and a margin of maneuverability afforded by export taxes, the peso is not in any danger of devaluation.

The labor situation insofar as it affects business operations is calm and propitious for expansion, although the struggle

Argentine Exporters' Directory available

An Argentine Exporters' Directory, in Spanish and English, entitled *Argentina Sells* has been published by the First National Bank of Boston.

The book is divided into four sections: a catalog of products and corresponding export firms; an alphabetical index of firms with indication of their specific exports; Argentine export nomenclature, based on Brussels' Nomenclature for the Customs Classification; and an alphabetical listing of exports.

The book is available for review at Argentine Embassies and Consulates around the world, and at the international correspondent banks of the First National Bank of Boston. For further information, **write:** Manager, Foreign Department, First National Bank of Boston, Florida 99, Buenos Aires, Argentina.

for power within the labor movement is far from tranquil, and all the factions have at least one thing in common—their opposition, feigned or sincere, to the current economic program. Time lost through labor disputes in 1967 was only 13% of the time lost in 1966. In the first quarter of 1968, time lost through labor disputes dropped away almost to nothing.

Colombia puts curb on official imports

The Colombian Government has decreed that all imports by official entities are to be submitted to a prior approval system administered by the Superintendency of Foreign Trade. For the purpose of the decree, all firms in which the government sector has at least 50% of the capital are held official entities.

This "Buy Colombian" Decree, entitled the "Statute of National Purchases", was issued in an attempt to stimulate the increased utilization of Colombian merchandise by public entities. Previously, official entities were not subject to such specific control.

The decree provides that all official entities must give the same tender opportunities to local producers as to foreign manufacturers. Exceptions are possible only when exemption is granted by the Superintendency or when contracts with international financial organizations provide otherwise.

In addition to the tender specifications, each entity must submit to the Superintendency a written opinion of the Industrial Development Institute regarding the conditions under which this organization would be able to finance local producers of the goods and a comparative table of all bids (domestic and foreign) received.

If both domestic and foreign goods of the same type are available and financing terms are comparable, the decision on source of procurement is to be made on the basis of cost. For the determination of cost for imported goods, the cost of customs duties, consular fees, port charges, and other import charges will be taken into account. These must be included even though the entity concerned may obtain duty exoneration because of its official status.

Domestic suppliers whose products or services do not precisely meet the tender specifications may petition for changes in the specifications that would permit them to participate in the bidding.

Informal translations of this Decree 959, dated June 26, are available on a loan basis from the American Republics Division-886, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

New Zealand may raise tariffs on drilling tools

The New Zealand Minister of Customs has requested the Tariff and Development Board to investigate and report on an application for higher tariff protection on a range of tools (for hand and for machine use) set or impregnated with diamonds and/or with tungsten carbide particles or shaped inserts.

The tools concerned comprise drilling bits (including coring bits), reamer shells, dressers and truers, saws (circular and other) and segments for mounting on saw blades (circular and other), and scribers for marking glass and other materials.

The Board will hold a public inquiry on Aug. 13 in Wellington to hear evidence on the application. U.S. exporters of these items may wish to contact their New Zealand agents to suggest that they appear before the Board to make a case against the higher tariff sought.

Twelve copies of typewritten statements to be considered as evidence should be submitted by July 31 to The Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand. Submitted evidence should comply with the "Notes for Guidance of Witnesses", which may be obtained from the above address.

$37 million AID loan to expand India's fertilizer production

The Agency for International Development has authorized a $37 million loan to the Trombay Fertilizer Co., of India, for expansion of its plant facilities. The Government of India will provide an additional $42 million for the local currency expenditures of the project.

All equipment and services financed by the AID loan will be from U.S. sources. When the plant expansion is completed, Trombay, a Government-owned plant located near Bombay, will be India's biggest fertilizer plant, and among the largest in the world.

The expansion is expected to more than quadruple Trombay's production capacity by 1971, to 337,000 tons of nitrogen and 160,000 tons of phosphate annually. This increased fertilizer production capacity would help raise food production in India by more than 5 million tons, according to AID estimates.

Fertilizer is one of India's critical needs in its efforts to close the gap between production and consumption of food. The new high-yielding cereal varieties, the principal factor in the "Green Revolution" which is booming harvest returns per acre in Asia, require substantial amounts of fertilizer for maximum yield. The application of each additional ton of fertilizer nutrient will yield an average of 13.5 tons from the new varieties.

Trombay's new facilities will include the largest ammonia plant in India, with a capacity of 1,000 tons a day. The ammonia gas will be used to make nitrogen-rich urea and diammonium phosphate, which contains a high concentration of both nitrogen and phosphate, the two plant foods most deficient in Indian soils.

An agreement for the new loan is expected to be signed shortly. The loan will be repayable over a period of 40 years, including a 10-year grace period. Interest will be at 2 percent annually during the grace period and 2½ percent during the remaining 30 years.

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BUSINESSMEN VISIT SAUDI ARABIA by jet aircraft of eleven international airlines, such as this one arriving at gateway Dhahran International Airport.

ON-SCENE REPORT

Saudis shifting symbols

Attaché case replaces Cadillac as nation's image becomes increasingly businesslike

By DAVID E. WESTLEY
Near East-South Asia Division, BIC

The Cadillac is out in Saudi Arabia and the attaché case is in! While American cars remain immensely popular in the Desert Kingdom, the attaché case, that familiar and universally indispensable item of businessman's equipment, is seen everywhere—in government ministries and business offices, on the street, and especially in the country's busy airline terminals—and has become the newest symbol of modern Saudi Arabia.

Change is in the air. Backed by rising oil revenues, Saudi Arabia has underway a large-scale program of economic and social development aimed at the fullest possible realization of its physical and human capabilities and resources. Water supply, irrigation and drainage, airports, and highway construction are among upcoming major projects.

This, in turn, has created a demand for imported industrial and managerial techniques and processes, plant and machinery, transportation, communications, educational, and medical equipment. It has also meant an effective demand for the newest and best in consumer goods.

Because of the Kingdom's commitment to free enterprise (foreign investors are welcomed), much of the government's development spending—$477 million was budgeted in the current year—is channeled through the private sector. This has stimulated the growth of a young, vigorous, business-oriented, western-educated, and increasingly sophisticated middle class interested in, and financially able to buy, the equipment and appurtenances of a modern business, as well as the kinds of consumer products owned by their counterparts elsewhere, cars, refrigerators, freezers, television sets, household furnishings, clothing, and specialty and convenience foods.

America is helping to meet these demands. U.S. sales, $169.1 million last year compared with $152 million in 1966 and $137.3 million in 1965, should top $200 million this year. We sell motor vehicles, industrial machinery, aircraft, construction, mining, and power generating equipment, electrical goods, rice, and flour. In the coming months, we should be able to sell more of the above, plus office equipment and supplies, fur-

This is a second on-the-spot report from David E. Westley, chief, Near East Section, Near East-South Asia Division, BIC, currently on an export promotion trip to Lebanon, Iran, Kuwait, and Saudi Arabia. The first, from Beirut, was published June 24. On his return, he will be visiting various Department of Commerce Field Offices for discussions with firms interested in the Near East area. Firms desiring to talk to Mr. Westley should contact their local Field Office or the Near East-South Asia Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-5233).

niture for institutions, offices, and homes, builders' supplies, pumps, frozen and canned foods (including tomato paste, which is one of Italy's largest exports to Saudi Arabia), and educational systems.

The growth of the Saudi national product by about 10% annually for the last decade slowed recently, owing to Arab-Israeli war-related factors and to a general stocktaking on the part of the government. However, economic activity is expected to accelerate once again when the new budget and project allocations are announced this fall. The closing of the Suez Canal, a temporary interruption in petroleum production, and uncertainty in the area contributed to the economic slowdown which now shows signs of ending.

Many developing countries present the U.S. exporter with the disheartening challenges of foreign exchange difficulties, high tariffs, arbitrary import restrictions aimed especially at nonessential luxury goods, and/or European-oriented preferences stemming from earlier political ties. Not so with Saudi Arabia, which has reasonable import duties (many of which were recently lowered), no general import restrictions, a stable currency backed by rock-solid gold and foreign exchange reserves, and a long-standing appreciation for the quality of American products.

In Saudi Arabia, the competition is the challenge. You can't keep a good thing quiet for long and in recent years both European and Asian suppliers have taken note of the highly-favorable selling conditions and have taken dead aim at the dominant U.S. share of the Saudi market.

Although in 1966-67, the most recent year for which total Saudi trade figures are available, the U.S. had 21.8% of the total market of $508.5 million, this represented a decline from the 26% plus share held a year earlier when the market totaled $457.7 million. Major competitors included the United Kingdom, with 8% of the market; Italy, 7.7%; Lebanon, 7.5%; Japan, 6.6%; West Germany, 6%.

Competition keen

These countries are pressing. Though the closure of the Suez Canal resulted in an increase in freight rates and shipping time from European ports proportionately much greater than from those in the United States, German, Italian, and British suppliers have been energetically and successfully increasing their sales efforts. Meanwhile, Japan, Communist China, and other Asian nations, which gained substantially from the reduced differential in shipping costs, are following up on their advantage to the fullest extent possible.

U.S. automobiles, construction equipment, industrial machinery, air conditioners, refrigerators and freezers, as well as many other products, are well established in Saudi Arabia, but the American supplier should not be complacent in light of the head-to-head competition from Europe and Japan. There is a need to protect these markets, as evidenced by the increasing prevalence of Italian appliances, German and Japanese machinery, power equipment and trucks, and British pumps.

Keep the customer (and a good salesman) happy is a time-tested sales maxim but to some observers it seems one which U.S. companies too frequently tend to feel applies only to the domestic market and can be ignored overseas. One Jidda businessman has had only one visit from his U.S. home office in the more than 30 years he has very successfully represented the U.S. firm. (It is perhaps encouraging that this first and long-overdue visit took place last spring.)

Package proposals

Can we do better? Many important construction contracts are being let without serious expressions of interest from American firms. One need in regard to such large contracts is willingness and capability on the part of U.S. companies to work up package proposals, including financing. The United Kingdom, France, and West Germany are emphasizing this aspect and frequently form groupings put together or headed by a banker or a financial institution.

Some other points for U.S. suppliers to consider in Saudi Arabia:

- Protect your sales position by regular visits to study the market. Local tastes, competition, and the effectiveness of agents and distributors need to be carefully reviewed on the spot. As elsewhere, some have always been ineffective, others grow prosperous and dormant.
- Increase the effectiveness and zeal of local agents by sponsoring trips to the United States to see production lines and equipment first hand and to keep abreast of new developments, sales angles, performance data, and other useful information. Reward top flight agents by special trips as you do their U.S. counterparts.
- Supply catalogs and trade magazines to good contacts and to important chambers of commerce. Saudi businessmen are inveterate catalog studiers.
- Allow sufficient time to do the job when visiting Saudi Arabia. Take time to stop at the American Embassy at Jidda and (if possible) the Consulate General at Dhahran to discuss business conditions and opportunities and talk over the reputation and competitive position in the market of your products with local businessmen, including officials of the several large U.S. companies operating in Saudi Arabia who use and are familiar with many American products. They want to help.

U.S. EQUIPMENT speeds up laundry at plant in Al Khobar, near Dhahran, servicing oil industry, businesses and individuals. Low duty, no import restrictions, foreign exchange reserves improve U.S. import picture.

French make insurance, credit changes, institute export subsidy

Measures follow emergency import quotas announced earlier; are temporary moves to assist economic stability

In the wake of the recent crisis in France, the French Government has taken several temporary economic measures, including measures in the foreign trade field.

The temporary import quotas which the French Government imposed have been reported in the July 8 and July 15 issues of INTERNATIONAL COMMERCE magazine. In addition, France has instituted three temporary measures in the export field. These consist of a revision of the export insurance system, the introduction of an export subsidy, and a reduction in the rediscount rate for export credit.

Export insurance for machinery

The export insurance system for machinery requiring a long lead time provides protection against increases in the cost of production resulting from changes in economic conditions in France. This system of insurance was supposed to be eliminated on exports to the EEC on July 1. Instead, it will be continued on eligible exports to all destinations until Jan. 1, 1969 and the following new provisions will come into effect:

► the insurance will be made available for additional categories of equipment such as trucks and trailer-tractors.

► the floor for all eligible products will be lowered from $200,000 to $20,000.

► for all contracts signed prior to January 1, 1969, the increase in the cost of production will be established in relation to price indexes for April or May 1968, depending on whether wage rises occurred respectively in May or June.

► balances of contracts which had not been completed by June 1 and which had not been covered against the cost of production risk may henceforth be insured, if they represent 15% or more of the total value of the contract and require at least three months to be completed.

The French regulations concerning the temporary export subsidy on industrial products have been published in the *Journal Officiel*, No. 153, of June 30. The purpose of the new export incentive is to reduce the impact on exports of recent increases in wages. Decree No. 68-581 of June 29, 1968 establishes the following formula for calculating the amount of the subsidy for each month:

$$\frac{6}{100} \times \frac{E}{CA} (S + \frac{M}{3})$$

The various symbols are defined as follows:

6%—basic rate which applies from July 1 to Oct. 31, 1968. It will be reduced to 3% from Nov. 1, 1968 to Jan. 31, 1969.

E—value of exports f.o.b. of enterprise.

CA—total sales of enterprise less domestic turnover taxes.

S—the amount of the payroll tax multiplied by 27. (Since the payroll tax amounts to 5% of wages, the multiplication produces an amount equal to 135% of wages. This is to allow for the principal non-wage labor costs.)

M—the value, including taxes, of all kinds of goods and services of French origin either purchased in France or imported from French overseas territories. (The labor cost included in preceding stages of production is estimated to represent, on the average, one-third of the value of M.)

Export subsidy collection

The subsidy allocation is calculated on a monthly basis, using the current month's values for exports, total sales, and salaries. If the subsidy is collected by an exporter or an agent, he will return it to the manufacturer. In addition, subsidies on exports of machinery will be deducted from the payments on insurance against the increase in costs of production.

There are certain products which do not benefit from the subsidy compensation. These include agricultural products which receive special subsidies, raw flax, tobacco, mineral fuels, mineral oils and derivatives, bituminous products, mineral waxes, raw hides and skins, coins, ships for use as scrap, art objects and antiques, and various waste and scrap.

For a separate list of products, the subsidy will be calculated on the basis of the following formula, which takes into consideration only the labor cost in the last stage of production:

$$\frac{6}{100} \times \frac{E}{CA} (S)$$

The products concerned include prepared or preserved fruits, vegetables, meats and seafood, confectionery, prepared cereals and pastries, condiments, mineral water and soft drinks, beer and aperitifs, precious stones and metals, and jewelry thereof.

Export credit rates

As an additional measure to encourage export sales, the French Government has lowered the preferential rediscount rate for export credit from 3% to 2%. Thus, the costs of various categories of export credits resulting from the decision are as follows:

► short-term export paper: 2.75% (2% rediscount rate plus .75% bank commission.)

► medium-term export paper (2-5 years) for foreign government customers: 3.30%.

► medium-term export paper for private customers: 3.80%.

► maturities in excess of five years are not rediscountable and therefore do not benefit from reduced interest rates available for exports.

The reduced rediscount rate for export paper will apply for the full life of the rediscountable credits (up to five years) extended under export contracts concluded between June 28 and Dec. 31, 1968. The previous 3% rediscount rate (and correspondingly higher interest rates to borrowers) will continue to apply for export paper relating to contracts concluded prior to June 28, 1968, even though it may not be presented to the Bank of France for rediscount until after that date.

On July 3 the Bank of France announced its decision to raise the domestic rediscount rate from 3.5% to 5%, as a measure to help stem inflationary pressures. However, this decision does not affect the special rate for export paper discussed above or change the 3.5% rate on paper representing emergency loans to businesses which need working capital as a result of the recent social crisis.

Pakistan gets IFC, World Bank loans for fertilizer plant

The World Bank and the International Finance Corporation (IFC) have signed agreements to provide up to $36 million to Dawood Hercules Chemicals Ltd., of West Pakistan, to help finance the construction of its $78 million urea fertilizer plant.

The Dawood Industrial Group of Pakistan and Hercules Inc., a United States chemical company, are sponsoring the project. They will provide administrative, engineering and marketing services, as well as supply 80% of the new company's share capital, which totals $29.2 million equivalent.

The World Bank is making a loan of $32 million and IFC is investing up to $3.9 million, of which $2.9 million is a subscription to share capital and up to $1 million will be a contingency commitment.

The Government of Pakistan, following a general policy of encouraging priority projects by deferring part of attendant customs duties, will defer, against debentures, up to $2.8 million in customs duties on equipment and materials imported for the project.

The new fertilizer plant, located near Lahore in the center of West Pakistan's principal agricultural region, will produce 345,000 tons of urea annually and will directly employ some 600 workers. The urea will help boost agricultural productivity in Pakistan. The planned rapid expansion of food supplies hinges upon the use in Pakistan of new high-yielding varieties of wheat and rice, particularly the Mexican wheat variety which can utilize three times as much fertilizer as ordinary wheat crops.

The World Bank has estimated that consumption of nitrogen fertilizer in West Pakistan will increase at an average annual rate of 20% from 150,000 tons this year, in terms of plant nutrients, to 470,000 tons in 1974-75.

The Bank loan will finance the procurement of part of the machinery and equipment for the plant, as well as part of the cost of design and process engineering. The loan will be for a term of 15 years, including a 4½-year grace period, and bears interest at 6¼%.

Worldwide firms to supply Guatemala power project

Firms from around the world will bid on supplying a Guatemalan power project being assisted by a $7 million World Bank loan.

The second stage of a program to meet the electric power requirements of Guatemala's most heavily populated and industrialized Central Region will be assisted by the loan. Contracts for construction work and equipment will be awarded on the basis of international competitive bidding.

The loan will be made to the Instituto Nacional de Electrificacion (INDE), an autonomous government agency created in 1959 to develop Guatemala's electric power resources.

The loan will assist in financing the construction of a 33-megawatt steam electric generating station at the site of the existing Guacalate gas turbine plant.

The new loan also includes funds for the services of consultants to complete preinvestment studies and to prepare the design of the first stage of a hydroelectric scheme at Lake Atitlan which has an ultimate power potential of 400 megawatts.

The total cost of the project is estimated at the equivalent of $8.9 million. The Bank loan will cover the foreign exchange requirements and the local currency costs will be met by INDE's retained earnings and by Government contributions.

Ecuador gets $1.5 million IDA loan for education

The International Development Association (IDA) has extended a credit of $5.1 million to the Government of Ecuador for a 10-year educational development project. The IDA credit will cover about half the costs of the $10.2 million project, and the Ecuadoran Government will meet the remaining expenditures.

The project being assisted by the IDA credit is designed primarily to furnish such physical facilities as are needed to permit the introduction of modern curricula and teaching techniques in 28 schools. The construction work consists of: (a) extensions to four agricultural schools; (b) one new technical school and extensions to three others; (c) four new primary teacher-training schools and extensions to one existing school; (d) eight new and extensions to one first cycle schools, and three new and extensions to three schools offering both first and second cycle in general secondary education. The schools will be equipped with appropriate facilities with particular emphasis on workshops, laboratories and other practical teaching spaces and the provision of audio-visual teaching aids. A special project unit will be established in the Ministry of Education to execute the project.

New French trademark law will take effect August 1

Businessmen are again warned that the deadline for completing certain registration requirements under the new French trademark law—Aug. 1—is fast approaching (see article in INTERNATIONAL COMMERCE of May 13). At this time the previous law, which provides that first use or first application to register are valid alternative bases for establishing trademark rights, will expire.

The current trademark law, which became effective Aug. 1, 1965 and allowed a grace period until Aug. 1, 1968 to re-establish certain trademark rights, provides that the first applicant to register a trademark obtains the right to its ownership and that previous use of a mark grants no right of ownership to the user.

Exporters and licensees having trademark rights established prior to Aug. 1, 1965, are therefore advised to have such marks registered in France by Aug. 1, 1968 to avoid the possibility of appropriation by other people. After Aug. 1, all unregistered trademarks may be registered by anyone, regardless of whether any use is planned, with certain possible exceptions regarding famous names belonging to foreigners.

Malawi eases regulations; adopts c.i.f. duty basis

In a move to simplify documentation and expedite customs clearances, the Government of Malawi no longer requires that shipments be invoiced on official Malawi Forms of Invoice. An ordinary commercial invoice, with a Certificate of Origin Form 18, is now sufficient for all imports into Malawi.

Also, as of Feb. 12, Malawi abandoned the f.o.b. valuation for duty purposes and now computes import duties on the basis of the delivered price in Malawi (c.i.f.). Subscribers and purchasers of the recently issued Malawi OBR 68-2, "Foreign Trade Regulations of the Republic of Malawi" should annotate their copies to include these changes.

Overseas investment, finance data asked by Commerce unit

Over 800 major companies to receive two-part questionnaire

Two special surveys, one dealing with investment intentions and the other with export financing, have been initiated by the Office of Foreign Direct Investments, U.S. Department of Commerce, director Charles E. Fiero has announced.

In the survey of 1968 investment plans, some 800 major companies will receive a one-page form on which to report their estimated direct investment outflow in the first six months of 1968 and their anticipated outflow in the last half of the year.

Under OFDI regulations, companies received certain investment quotas for 1968 based on their investment experiences in 1965-66; the survey should show how much of this quota actually will be utilized in 1968, and how much will be carried forward to 1969.

Fiero said, "We are anxious to obtain a current assessment of the foreign investment plans of U.S. business for 1968.

"The companies being surveyed account for about 85% of all foreign direct investment, and the results of their projections will be of immense value in assessing our progress in achieving the $1 billion targeted saving in 1968. Our internal estimates, based upon specific authorizations processed to date and the investment quotas available to companies this year, suggest there is little or no leeway left in the program for 1968 and we have been forced to administer the program accordingly. The more accurate and up-to-date data furnished by the survey will enable us to adjust our present estimates and will have a considerable bearing upon the Office posture for the balance of 1968."

The purpose of the export financing survey is to determine whether some easing of the program is necessary to insure that U.S. companies are able to continue to accommodate the expansion of U.S. exports.

Fiero noted that "Export credit extended to unrelated foreign importers is not regulated by the program. However, credit extended in connection with exports to foreign affiliates of American companies counts as outflow of capital under the present regulations."

The one-page form, which is being mailed to the approximately 3,000 direct investors who have filed reports with OFDI, covers exports and export credits for 1965 through 1967 and projections for 1968.

While neither form is mandatory, the export form will be required of those companies which expect to apply for special authorizations in 1968 to cover export financing to foreign affiliates.

Thai investment booklet

The Board of Investment of the Royal Thailand Government has published a booklet entitled "Administrative Instructions and Procedures." This booklet stipulates the step-by-step procedures that businessmen must follow in applying for investment promotion privileges from the Board of Investment. Specific documentation required to qualify for various types of investment incentives is also identified.

Businessmen may request copies of the booklet directly from the Board of Investment, Mansion 2, Rajdamnem Ave., Bangkok, Thailand. General information on investing in Thailand is available in the Department of Commerce's Overseas Business Report (OBR 67-42) on "Establishing a Business in Thailand."

Malagasy to build slaughter house, meat packing facility

The Malagasy Government is planning to establish a slaughter house and meat packing facility at Mahaboboka. It is expected that the plant will supply the domestic market and exports to Mauritius and Reunion, and also process and tan cattle hides.

Interested American firms are requested to provide an estimate of costs for the installation of a refrigerated meat storage facility to service the slaughter house and a tanning and processing plant for treating hides and skins.

Write: M. Hermann Petignat, Fondation Philibert Tsiranana Institute de Recherches, Boite Postale 387, Rue Bompard, Tananarive, Malagasy Republic.

Australian companies seek U.S. investors

Firms interested in production of sanitary items and toys

Two Australian firms seek U.S. investors. One firm seeks ties to expand and diversify into the toy manufacturing field. The second Australian firm seeks joint venture with a U.S. firm having exclusive or patented designs in the sanitary ware industry.

- An Australian company currently manufacturing sanitary ware, kitchen and bathroom fittings and drink dispensing units, utilizing brass, plastic and ceramic materials, is seeking licensing or joint venture arrangements with U.S. manufacturers who have exclusive or patented designs in this field.

To obtain further details about this opportunity **write:** Mr. Frank E. Rule, Official Representative, New South Wales Centre, Suite 1301, 680 5th Ave., New York, N.Y. 10019, Ref. No. D7344.

- An Australian company engaged in the manufacture of cosmetics, toilet preparations and pharmaceuticals seeks ties with American firms. The firm wants to extend and diversify into various volume merchandise such as toys, initially as distributors and later for manufacture under license.

The organization is a member of an international tobacco group and has an efficient marketing set-up to offer interested companies.

Write: Mr. Frank E. Rule, Official Representative, New South Wales Centre, Suite 1301, 680 5th Ave., New York, N.Y. 10019, Ref. No. D8307.

Swiss firm wants to make stainless steel products

A Swiss manufacturer of stainless steel equipment seeks license to manufacture stainless steel products.

The medium-sized firm is particularly interested in stainless steel items for use by the following industries: chemical, food, beverage, textile, waste water purification and air pollution control.

Interested U.S. firms can obtain complete information by **writing:** Edak, AG, Postfach 121, 8201 Schaffhausen, Switzerland. WTD.

Licenses to make electronics, material handling equipment sought by British firms

Licensing agreements with U.S. firms are being sought by two British manufacturers. To obtain additional information U.S. companies should write directly to the British firms.

- A British firm of jig and tool makers and general engineers seeks licensing arrangement with U.S. companies to manufacture in the U.K. precision components and items in the fields of electronics and automation, steel fabrication such as storage tanks, heat exchangers, precision engineering, plastics and power communications.

Write: Seaman and Winstanley (Precision) Ltd., Old Bidston Road, Brickenhead, Cheshire, England.★ WTD.

- Licenses to produce mechanical-electrical materials handling machinery, packaging machines and laboratory and industrial testing equipment are sought by a British company.

The firm currently distributes bricklaying, concrete and cable laying machinery in the U.K. for several German manufacturers.

The British firm is building a new 12,000 sq. ft. plant scheduled for completion next month.

Write: Hetro Products Ltd., Queens Avenue, Macclesfield, Cheshire, England. WTD.

Licenses to broaden line sought by German firm

Licenses to manufacture and distribute a variety of electronic data processing machines and equipment are sought by an experienced German firm. The firm is particularly interested in data handling systems and office machines.

Write: Datic-Maschinen-Vertriebs-GmbH. & Co. KG., 41 Kortumstrasse, 463 Bochum, Germany. WTD.

German bank to get seat on Boston Stock Exchange

The Dresdner Bank A.G. of Duesseldorf will shortly acquire a seat on the Boston Stock Exchange.

The Bank stated that negotiations for the acquisition of a seat on the Chicago Stock Exchange are in "an advanced stage," and that it is also considering becoming an associate member of the Philadelphia Stock Exchange.

Brazilian seeks venture to make military vehicles

A joint venture to produce a wide range of military vehicles such as armored personnel carriers, armored amphibious vehicles and tanks for the Brazilian Army is proposed by a leading manufacturer of truck bodies and trailers in Brazil. The U.S. partner is asked to contribute technical assistance and managerial expertise.

The company has 894 employees and branches in five Brazilian cities. Its products are sold in Argentina, Uruguay and Brazil. 1967 sales were about $4.5 million.

To obtain further details interested U.S. firms should contact: Trivellato S.A. Engenharia, Industrie e Comercio, Rua Joao Rudge, 282, Caixa Postal 4208, Sao Paulo, S.P. Brazil.★ WTD.

Joint venture proposal sought by Greek producer

Joint ventures to manufacture electrical transformers, gear reducers, tool and metal grinding machines are sought by a Greek producer of electrical motors.

The firm has installed a modern foundry and employs about 400.

U.S. firms responding to this announcement are requested to send a carbon copy of their correspondence to the American Consulate General, 59 King Konstantine St., Thessaloniki, Greece.

Write: KHM—Spyros Damigos & Co., 6th Kilometer, Oreokastron Road, Thessaloniki, Greece. WTD.

French architectural firm seeks licensing agreement

An experienced French architectural firm seeks licensing agreements with U.S. contractors and suppliers to the building industry.

The firm would supply technical knowledge of architectural practices and building codes in France and certain overseas French territories.

This firm which has operated abroad for ten years, has an annual volume of contracts amounting to $6 million.

Write: Messrs. M. Kalt, or D. Pourdiet-Duteil, P. Vignal, 17 bis quar Voltaire, 75-Paris, France.★ WTD.

Japanese advertising firm seeks sole agency agreement

Japan's sixth largest advertising company is seeking a sole agency arrangement with a U.S. advertising firm in order to promote the products of its clients in Japan.

The firm states that it is equipped to conduct market research, planning, sales campaigns, measurement, evaluation, and other services related to the advertising field.

Write: Yomiuri Advertising Co., Ltd., 1-3 Ginza, Chuo-ku, Tokyo. WTD.

Dutch firm seeks U.S. ties

Licenses to make equipment for the production of machinery and accessories for resistance welding and the manufacture of semiconductors are sought by a Dutch manufacturer and distributor of welding equipment.

Write: Weld-Equip N.V., P.O. Box 164, Helmond, Netherlands. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

UN approves 61 projects

Projects include large-scale, pre-investment undertakings, advisory, training services

The Administrator of the United Nations Development Program submitted to the Governing Council 56 new projects and five supplementary earmarkings for approval at its sixth session, which was concluded June 28. The Governing Council approved the projects as submitted and authorized the earmarkings of each project as recommended by the Administrator.

The estimated total cost of the projects approved in this session is about $127 million. Of this amount the Governing Council will contribute $50 million. The remainder, approximately $77 million, is to be contributed by the recipient governments.

Projects approved at this session include many large-scale pre-investment projects involving the training of specialists in research and economic planning in agriculture, industry, public utilities, housing, health and sanitation education, building and physical planning, social welfare, public administration and other economic services; mineral, water, land, fishery and various natural resources surveys.

A large percentage of the UNDP earmarkings will be used by the executing agencies to provide the needed experts for the various projects; something under 20 per cent will be used for the purchase of equipment; 10 per cent or more will be used for subcontracts to specialized firms.

Summaries providing pertinent background data for each project listed are available to U.S. firms upon request from J. L. Malone, International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The inquirer should, in each request, include the project number, country and title of the project desired, e.g., DP/SF/R.6/Add. 2—Argentina—Establishment of a soil conservation program. The foregoing identification will enable the Department to expedite requests with a minimum of delay.

A brochure titled, "Private Enterprise and the United Nations Development Program—How to Bid on Special Fund Projects," providing a brief history of the UNDP and the procedures of its various executing agencies in selecting needed experts and services in order to implement UNDP projects, is available for $.15 each from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Requests for the UNDP brochure should include the identification: C 41.6/9:UN 3.

Projects summarized

Following is a brief summary of each project approved by the Council. Projects are listed by number, country, title, responsible executing agency and estimated total cost.

DP/SF/R.6/Add. 1—AFGHANISTAN: **Development of Meteorological services:** The World Meteorological Organization (WMO). $1,479,200.

DP/SF/R.6/Add. 2—ARGENTINA: **Establishment of a soil conservation program:** The Food and Agriculture Organization of the United Nations (FAO). $1,448,200.

DP/SF/R.6/Add. 3—BOLIVIA: Improvement of agricultural production in the Altiplano: FAO. $1,491,700.

DP/SF/R.6/Add. 4—BRAZIL: **Assistance in strengthening the operations research and control system of the National Housing Bank** (BNH): The United Nations (UN). $713,500.

DP/SF/R.6/Add. 5—BRAZIL: **Strengthening of basic science teaching and research at the Federal University of Bahia in Salvador:** The United Nations Educational, Scientific and Cultural Organization (UNESCO), with FAO and the United Nations Industrial Development Organization (UNIDO). $3,540,800.

DP/SF/R.6/Add. 6—BULGARIA: **Supplementary assistance to the Management Training Center for Engineers and Economists, Sofia:** The International Labor Organization (ILO). $602,600.

DP/SF/R.6/Add. 7—CAMBODIA: **Irrigation and drainage network of the Prek Thnot River;** FAO, with UN. $933,900.

DP/SF/R.6/Add. 8—CENTRAL AFRICAN REPUBLIC: **Forestry Training and Demonstration Center** (supplementary assistance): FAO. $500,000.

DP/SF/R.6/Add. 9—CEYLON: **Public water supply, drainage and sewerage for the southwest coastal area:** The World Health Organization (WHO). $2,249,400.

DP/SF/R.6/Add. 10—COLOMBIA: **Development and diversification of agricultural production, Magdalena area:** FAO. $4,729,800.

DP/SF/R.6/Add. 11—ETHIOPIA: **National industrial vocational training scheme:** ILO. $1,668,500.

DP/SF/R.6/Add. 12—GHANA: **National vocational training program:** ILO. $1,007,300.

DP/SF/R.6/Add. 13—GREECE: **Power development planning:** UN. $2,443,900.

DP/SF/R.6/Add. 14—HONDURAS: **Crop development and diversification:** FAO. $976,900.

DP/SF/R.6/Add. 15—INDIA: **Groundwater investigations in Madras State, Phase II:** UN, with FAO. $1,319,900.

DP/SF/R.6/Add. 16—IRAQ: **Forestry research, demonstration and training, Arbil:** FAO. $1,091,700.

DP/SF/R.6/Add. 17—IRAQ: **Supplementary assistance to the Telecommunications Training Center, Baghdad:** The International Telecommunication Union (ITU). $371,500.

DP/SF/R.6/Add. 18—IVORY COAST: **Center for industrial studies and promotion:** UNIDO. $797,100.

DP/SF/R.6/Add. 19—IVORY COAST: **Forestry training, demonstration and advisory services:** FAO, with ILO. $1,664,300.

DP/SF/R.6/Add. 20—JAPAN: **International Institute of Seismology and Earthquake Engineering, Phase II: UNESCO.** $1,479,400.

DP/SF/R.6/Add. 21—JORDAN: **Fishery development project:** FAO. $1,303,700.

DP/SF/R.6/Add. 22—KENYA: **Animal Health and Industry Training Institute, Kabete, Phase II:** FAO. $2,186,700.

DP/SF/R.6/Add. 23—KENYA: **Beef industry development, Nakuru:** FAO. $845,800.

DP/SF/R.6/Add. 24—LEBANON: **National Institute for Technical Teacher Training, Beirut, Phase II:** UNESCO. $543,200.

DP/SF/R.6/Add. 25—MALAWI: **Improvement of livestock and dairy production:** FAO. $470,100.

DP/SF/R.6/Add. 26—MALAWI: **Labor statistics unit:** ILO. $391,800.

DP/SF/R.6/Add. 27—MALAYSIA: **Fishermen's training center:** FAO. $2,777,700.

DP/SF/R.6/Add. 28—MALAYSIA: **Polytechnic institute, Ipoh:** UNESCO. $10,860,800.

DP/SF/R.6/Add. 29—MONGOLIAN PEOPLE'S REPUBLIC: **Agricultural vocational training:** FAO. $8,398,600.

DP/SF/R.6/Add. 30—MOROCCO: **Training center for office employees, Casablanca:** ILO. $982,600.

DP/SF/R.6/Add. 31—MOROCCO: **Water supply study:** WHO. $765,100.

DP/SF/R.6/Add. 32—NIGER: **Teacher Training College, Zinder:** UNESCO. $2,471,400.

DP/SF/R.6/Add. 33—NIGERIA: **Post and Telecommunications Training Center, Oshodi:** ITU. $5,845,900.

DP/SF/R.6/Add. 34—PAKISTAN: **Master plan for the metropolitan area of Karachi:** UN. $1,790,100.

DP/SF/R.6/Add. 35—PAKISTAN: **Planning commission:** The International Bank for Reconstruction and Development (IBRD) $1,946,000.

DP/SF/R.6/Add. 36—PARAGUAY: **Assistance in the implementation of the Na-**

tional Telecommunications Plan: ITU. $336,-200.

DP/SF/R.6/Add. 37—PHILIPPINES: **Institute of Planning of the University of the Philippines:** UN. $1,051,100.

DP/SF/R.6/Add. 38—PHILIPPINES: **Transport survey:** IBRD. $928,000.

DP/SF/R.6/Add. 39—POLAND: **Planning the comprehensive development of the Vistula River system:** UN. $3,429,500.

DP/SF/R.6/Add. 40—REPUBLIC OF KOREA: **National vocational training institute:** ILO. $4,592,100.

DP/SF/R.6/Add. 41—REPUBLIC OF KOREA: **Tubewell irrigation project:** FAO. $2,794,200.

DP/SF/R.6/Add. 42—ROMANIA: **Polytechnic Institute, Bucharest:** UNESCO. $3,-679,000.

DP/SF/R.6/Add. 43—SUDAN: **Work-oriented adult literacy project:** UNESCO. $1,218,600.

DP/SF/R.6/Add. 44—TANZANIA: **Livestock development in Masailand, Gogoland and Sukumaland:** FAO. $2,464,800.

DP/SF/R.6/Add. 45—THAILAND: **Strengthening plant protection services:** FAO. $1,849,100.

DP/SF/R.6/Add. 46—TOGO: **Teacher training college, Atakpame:** UNESCO. $2,-152,200.

DP/SF/R.6/Add. 47—TURKEY: **Transport coordination and railway study:** IBRD. $1,049,900.

DP/SF/R.6/Add. 48—UGANDA: **Development of the beef cattle industry:** pilot beef cattle ranch, Maruzi (supplementary assistance); FAO. $688,700.

DP/SF/R.6/Add. 49—UNITED ARAB REPUBLIC: **Animal husbandry research and training, Sakha:** FAO. $2,261,000.

DP/SF/R.6/Add. 50—UNITED ARAB REPUBLIC: **Improvement of field crops productivity, Giza:** FAO. $344,700.

DP/SF/R.6/Add. 51—UNITED KINGDOM—FIJI: **Development of rice growing in the Rewa River Basin:** FAO. $1,099,500.

DP/SF/R.6/Add. 52—UPPER VOLTA: **Supplementary assistance to feasibility surveys for mineral development in the northeast and associated transport factors:** UN. $957,700.

DP/SF/R.6/Add. 53—VENEZUELA: **Dairy and beef productivity:** FAO. $6,940,-200.

DP/SF/R.6/Add. 54—VENEZUELA: **Municipal administration and development:** UN. $3,569,600.

DP/SF/R.6/Add. 55—YUGOSLAVIA: **Land reclamation and development in the Sava River Basin:** FAO. $1,655,000.

DP/SF/R.6/Add. 56—ZAMBIA: **Central Fisheries Research Institute, Chilanga:** FAO. $2,305,400.

DP/SF/R.6/Add. 57 — REGIONAL (KENYA, TANZANIA, UGANDA): **East African Railways and harbors training and development:** UN, with ILO. $2,834,000.

DP/SF/R.6/Add. 58—REGIONAL—AFRICA: **Survey of transport studies in Africa:** IBRD. $407,000.

DP/SF/R.6/Add. 59 — REGIONAL (TANZANIA AND ZAMBIA): **Tanzania-Zambia railway link:** The African Development Bank (ADB). $407,800.

DP/SF/R.6/Add. 60 — REGIONAL (CAMBODIA, LAOS, THAILAND, VIETNAM): **Institutional support to the Mekong Committee, Phase II:** UN. $5,985,900.

DP/SF/R.6/Add. 61—BRAZIL: **Export marketing training:** ILO. $154,700.

UN Development Program steps up in 1967

A quickened operational pace and an increasing ability to respond to the needs of low income countries marked United Nations Development Program activities in 1967.

During 1967 the UNDP Governing Council approved assistance to 124 major pre-investment projects at an estimated cost of $316 million. Total number of these large-scale projects is now up to 778 and the overall cost of implementing them to $1,879 million; of this amount the UNDP is contributing $771 million and recipient governments the equivalent of $1,108 million. 1967 was the first year of the current technical assistance biennium for which the Governing Council had earmarked $113 million to support 2,918 smaller-scale projects.

Expenditures on projects by the UNDP in 1967 amounted to $144 million (excluding agencies overhead costs). Nearly $93 million was for the major pre-investment projects and $51 million for the technical assistance undertakings.

Expenditures by UNDP provided: The services of 6,900 experts from more than 100 countries, including some 2,000 from countries which were themselves receiving UNDP assistance; fellowships to over 3,200 persons from more than 100 countries and territories for advanced study, training or work experience abroad; project equipment and supplies costing over $23 million; sub-contract services for the pre-investment projects cost $13 million; recipient governments spent $134 million in cash and in kind on pre-investment projects.

Expenditures by governments provided: The services of 48,000 persons; project buildings and facilities valued at $52 million; locally procured supplies for supporting services worth $31 million.

UNDP assistance was furthered and complemented in 1967 by approximately $26 million worth of aid given to governments in cash or in kind, by other international agencies, bilateral programs and private sources. Such "associated" aid, which has totalled $125 million since 1959, was in the form of expert services, fellowships, funds for equipment, buildings and food grants.

The Governing Council approved 56 new pre-investment projects and five supplementary earmarkings, a total of 61 projects, at an estimated value of $127,245,000 at its sixth session which was concluded at the end of June, 1968.

Malaysia wants to buy water treatment supplies

Bids are invited by the Office of the State Engineer, P.W.D., Kedah/Perlis, Kedah, for the supply, delivery, erection, and commissioning of filtration plant equipment, chemical dosing equipment, instrumentation, pumping equipment, electrical equipment and fittings for the proposed new water supply to Sungai Patani, Kedah.

Information on plans, specifications, and all particulars are available at the Office of the Assistant Director (Water Supplies) P.W.D. Headquarters, Jalan Maxwell, Kuala Lumpur, Malaysia. Tender documents, including drawings, may be obtained from that Office on payment of M$10.00 (approx. $3.29).

The deadline for receipt of bids is Aug. 27.

A set of the tender documents is available for review, or for loan to U.S. firms, in the office of the Water Resources and Engineering Services Div., Room 4111, Department of Commerce, Washington, D.C. 20230.

Kuwait calls for bids to construct water plant

The Kuwait Central Tenders Committee invites applications for registration for a restricted tender for the supply and erection of equipment for treatment of cooling sea water by using chlorine in the form of hypochlorite from electrolyzed sea water containing two parts per million of free chlorine. The processing rate will be 28 million imperial gallons of sea water per hour. The electrolyzer feed will be sea water or blow-down from a sea water flash distillation unit located in the Shuaiba industrial area.

Only firms with well-developed processes and proven records in the use of cells with long life anodes, such as platinized titanium, will be considered. Applications must include evidence of erection and successful operation of similar installations.

Registration applications must be received by the Central Tenders Committee, Sief Palace, Kuwait, State of Kuwait, by Aug. 15.

Colombia wants bids on variety of supplies; got World Bank credit

Tenders call for both heavy equipment and light equipment

Empresa de Acueducto y Alcantarillado de Bogota, D. E., Avenida Jimenez, No. 4-90, 6th Floor, Bogota, Colombia, has opened international bidding for the supply of heavy and light construction equipment for the Water-Supply and Sewer Company of Bogota. The equipment requested is in two separate tenders—#35 (OP-3H) for heavy equipment, and #36 (OP-3L) for light equipment.

Tender No. 35 (OP-3H)—Heavy Equipment: Types of equipment sought are as follows: One ½ yd. 3 crawler mounted dragline; two 65 hp crawler tractors, with bulldozer attachment for above, and backhoe attachment for above; one 7-ton capacity hydraulic crane; one 12-ton capacity hydraulic crane; two ¾ yd. 3 tire mounted loaders; one 2-ton fork lift truck.

Tender No. 36 (OP-3L)—Light Equipment: Four 2-kw gasoline engine powered electric generators; four 1-kw gasoline engine powered electric generators; sixty 200-watt weatherproof floodlights; twelve 30-meter extension cords; six 650-gpm gasoline powered water pumps and appurtenances; five 200-gpm gasoline powered water pumps and appurtenances; ten 100-gpm gasoline engine powered water pumps and appurtenances; four machines for drilling ⅜" to 1" holes in cast iron pipe; four machines for drilling and tapping ⅜" to 1" holes in asbestos cement pipe; four 3-ton capacity lever operated chain hoists; ten 1½-ton capacity lever operated chain hoists; fifteen ¾-ton capacity lever operated chain hoists; sixteen 65 lb. pavement breakers; four 48 lb. pneumatic jackhammers; thirty 35 lb. pneumatic backfill tampers, with ¾" 150-psi air hose with couplings; one-hundred 1⅛" x 24" pavement breaking bits; one-hundred 1⅛" x 18" pavement breaking bits; ten asbestos-cement pipe trimming machines; twenty-four ⅜"-1" pipe threaders; eight 1½"-2" pipe threaders; two-hundred-and-fifty 8" Stillson type pipe wrenches; two-hundred-and-fifty 10" Stillsons; thirty-six 12" Stillsons; fifty 14" Stillsons; twenty-four 18" Stillsons; twenty-four 24" Stillsons; twenty-four 6" x 8", 22½° adjustable open-end wrenches; one-hundred-and fifty 8" x 10", 22½° adjustable open-end wrenches; one-hundred 10" x 12", 22½° adjustable open-end wrenches; twelve 18", 22½° adjustable open-end wrenches; twelve-thousand 12" hacksaw blades; sixty 16" coarse grain files.

The first complete set of specifications may be purchased from the issuing authority, Empresa de Acueducto y Alcantarillado de Bogota, D. E., Plan Maestro Acueducto, Avenida Jimenez, No. 4-90, Piso 3, Bogota, Colombia, for 400 pesos (Colombian currency). The price of each additional set is 200 pesos. These amounts will not be reimbursed. The current official rate of exchange is approximately 16.29 pesos per U.S. $1 (capital market).

All bids must be delivered personally in the Office of the Empresa, Avenida Jimenez, No. 4-90, 6th Floor, Bogota, Colombia, before 4 p.m., Aug. 19.

Funds were provided by the World Bank for the purchase of equipment specified in foregoing tenders.

Argentina calls for bids to build sewer system

The Municipal Housing Committee of the City of Buenos Aires is requesting international bids for the construction of a sewer system at Parque Almirante Brown in the City of Buenos Aires.

There are two tenders for the project, Public Tenders Nos. 12/68 and 15/68; official budgets for each project are 70,977,950 ($202,794) and 80,564,300 ($230,184) Argentine pesos, respectively. Financing is to be by the Inter-American Development Bank.

The bid deadline is Aug. 26. Correspondence is requested in Spanish.

Copies of conditions and technical specifications are available for 5,000 Argentine pesos ($14.30) from Comision Municipal de la Vivienda, Division Contrataciones y Suministros, Carlos Pellegrini 291, Buenos Aires, Argentina.

Guatemala wants bidders for highway project

The Government of Guatemala wants bids on the restoration of the terracing, drainage, and paving of the La Democracia-Sipacate Highway, Project CDA-6-TBA of the Guatemalan General Bureau of Roads.

Funds for the work will be allocated by the Guatemalan Government from an outstanding credit line provided by the International Bank for Reconstruction and Development.

Bids should be presented in Spanish in sealed envelopes, indicating their contents. The deadline for submittal is Aug. 9.

Complete specifications are available by sending 500 sheets of No. 16 mimeograph paper (letter size), and 100 yards of 42" wide heliograph paper to: Departamento de Bienes Nacionales y Licitaciones, 3a. Calle 3-49, Zonal, Guatemala City, Guatemala, C.A.

Malaysia issues notice to construction bidders

Bids are invited for the construction of the Pendang South reticulation system of the Muda Irrigation Project, Kedah.

The works comprise the construction of canals, drainage and irrigation structures involving 1,746,928 cubic yards of earthwork, 21 offtakes, 8 irrigation control drops, 28 irrigation end controls, 16 drainage end controls, 5 light traffic bridges, 7 road culverts, 4 underdrainage culverts, 65 open flumes, 7 gated flumes, and 36 drainage crossings located within the contract area.

Bid deadline is Aug. 5.

Information may be obtained from: The Director, Drainage & Irrigation Department, Hqs., Swettenham Road, Kuala Lumpur, Malaysia.

Ecuador invites bids on variety of items

Tender calls for approximately 2,650 items in 62 categories

Ecuador is offering a tender for supply of portable electric instruments; optical instruments; maintenance equipment; fire extinguishers; construction tools; safety and protective equipment; radio equipment; trucks and truck bodies and trailers; office equipment including typewriters, adding, copying, duplicating, graphotype, and addressograph machines, cash registers and safes; recorders. Approximately 2,650 items in 62 categories are included.

The Tender Number is 13 and the bid deadline is Aug. 15.

Bids should be submitted to: Secretaria General del Instituto Ecuatoriano de Electrificacion, Avenida 10 de Agosto 817 y Riofrio, Quito, Ecuador.

Tender documents are available from the above address upon payment of sucres 500 (approx. U.S. $23 plus U.S. $5 to cover airmail postage).

Financing of these purchases will be through an Eximbank loan and all equipment to be acquired must be of U.S. manufacture.

A file copy of the specifications is available for inspection purposes only to firms located in the U.S., in the Scientific and Business Equipment Division, BDSA, Room 4118, Department of Commerce, Washington, D.C. This copy cannot be sent out on loan.

Malaysia to inaugurate land settlement projects

The Federal Land Development Authority of Malaysia will be launching several land settlement projects involving agricultural development of approximately 17,000 acres and village development of approximately 1,582 acres during the years 1968 to 1971 in the Jengka Triangle, District of Temerloh, State of Pahang, West Malaysia.

The works involved in these projects are: 1) **Agricultural development** which will include jungle clearing for planting of oil palms, and construction of agricultural and harvesting roads. 2) **Village development and general** to cover destumping of village areas, supply and construction of timber houses for settlers, office buildings, staff quarters and other ancillary buildings.

Firms interested in the above projects are requested to register with the FLDA through the Commercial Office, American Embassy, AIA Building, Jalan Ampang, Kuala Lumpur. The deadline for registration is Sept. 10.

Application forms together with a brief description of the works are obtainable from the above address. The registration fee is M$50.00 (U.S.$1.00 = M$3.04).

A copy of the summary of the works is available for office review in the Construction and Building Materials Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone 202-967-3602.

Prequalifications wanted by Ireland on bids for civil works project

The Electricity Supply Board of Ireland offers contractors an opportunity to register to bid on the main civil construction works for the Turlough Hill Pumped Storage Scheme, about 35 kilometers south of Dublin.

The work consists of the construction of an artificial reservoir (Lot 1) and of an underground machine hall (Lot 2). Tenderers will be invited to submit bids for one lot or a combination of both lots.

Registration deadline is Sept. 15.

Interested contractors should apply to the Chief Civil Engineer, Electricity Supply Board, 58, Upper Mount St., Dublin 2, Ireland for a booklet, which will be ready for issue on July 15, containing further information regarding pre-qualification of contractors and for which a non-returnable charge of 5 pounds ($12) will be payable.

Copies of a prequalification notice detailing the works involved is available from the Construction and Building Materials Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Argentina seeks builder for housing project

The Municipal Housing Committee of the City of Buenos Aires is seeking international bids for the construction of 3,808 housing units and commercial outlets.

The official budget for this project, which is to be financed by the Inter-American Development Bank, is 9,544,508,704 Argentine pesos (approximately $27,207,024).

Deadline for submittal of bids is Sept. 9.

Copies of conditions and technical specifications are available for 50,000 Argentine pesos (approximately $143), from Comision Municipal de la Vivienda, Division Contrataciones y Suministros, Carlos Pellegrini 291, 7th Floor, Buenos Aires, by asking for International Tender No. 13/68.

Hospital planned for Iraq

The Government of Iraq seeks bids for the construction of a public hospital at Kirkouk. The project includes civil engineering, electrical, sanitary, and mechanical works.

Bid deadline is Aug. 17.

Tender specifications are available for 70 Iraqi dinars ($196) from: Directorate General of Buildings, Ministry of Municipality and Works, Baghdad.

Canada awards listed

A list of firms awarded contracts by various Canadian Government agencies (Transport, Public Works, Defense) during May 1968 is available on loan to U.S. firms from the U.S. Department of Commerce, International Liaison and Trade Opportunities Staff, BDSA-618, Washington, D.C. 20230.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

149 Miscellaneous nonmetallic minerals

GERMANY—Wyoming jade, snowflake type (green). Homberg & Brusius oHG (gem cutter, wholesaler), 6580 Idar-Oberstein 2, Postbox 2737. WTD 1/68.

200 Food

GERMANY—Canned, frozen poultry; canned, frozen venison; eggs; animal, vegetable fats for human consumption. Requests price quotations c.i.f. European ports. Requests replies in German. Heinrich Kaspers (broker, commission merchant, importer, sales agent, wholesaler), 5 Koeln-Bayenthal, Grossmarkthalle, Marktstrasse 6b. WTD 6/68.

202 Dairy products

GERMANY—Butter and cheese, all types. Requests price quotations c.i.f. European ports. Requests replies in German. Heinrich Kaspers (broker, commission merchant, importer, wholesaler), 5 Koeln-Bayenthal, Grossmarkthalle, Marktstrasse 6b. WTD 6/68.

MOROCCO—Concentrated milk, condensed milk, cheese, butter, all kinds of milk products. Albert Bengio (importer, wholesaler, retailer), 40 Rue Quevedo, Tangier. WTD 3/68.

Trade Leads Information

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

203 Canning, preserving foods

MOROCCO—Preserved foodstuffs, soup, jam, canned vegetables, canned fruits. Albert Bengio (importer, wholesaler, retailer), 40 Rue Quevedo, Tangier. WTD 3/68.

204 Grain mill products

MOROCCO—Feeds: Poultry, livestock; dog, cat food. Albert Bengio (importer, wholesaler, retailer), 40 Rue Quevedo, Tangier. WTD 3/68.

208 Beverage industries

FRANCE—Flavoring extracts, concentrates; beverage bases, related products of non-competitive categories which may complete line of production. Direct purchase and agency. Durban (Anciens Etablissements A.) (manufacturer, wholesaler), 24- Saint-Martial d'Albarede, Dordogne. WTD 6/68. (Correspondence should be addressed to: Mr. Gaston Descombes).

SWITZERLAND—Instant tea, chocolate, coffee, bouillon soup powders for vending machines. Agency and direct purchase. Aux Planteurs Reunis SA. (importer, distributor, wholesaler), Case postale, 1002 Lausanne. WTD in preparation.

209 Food preparations

MOROCCO—Spices (black & white pepper); gelatin base; sirups, molasses; baking powder. Albert Bengio (importer, wholesaler, retailer), 40 Rue Quevedo, Tangier. WTD 3/68.

221 Broad woven fabric mills, cotton

SOUTH AFRICA—Shirting fabrics: cotton, woven, knitted for manufacture of shirts, pajamas. Monatic-Alba Ltd. (manufacturer), P.O. Box 10, Wynberg, Cape Province. WTD 6/68.

222 Broad woven fabric mills, man-made fiber, silk

SOUTH AFRICA—Shirting fabrics: man-made fiber, silk; woven, knitted, for manufacture of shirts, pajamas. Monatic-Alba Ltd. (manufacturer), P.O. Box 10, Wynberg, Cape Province. WTD 6/68.

223 Broad woven fabric mills, wool

SOUTH AFRICA—Apparel fabrics: wool and wool mixture suitings, light and medium weight (8 to 16 ozs. per yd.); tweeds and worsted/polyester mixtures for manufacture of men's, boys' sports jackets, sports coats, weight range from 8 to 16 ozs. per yd.; all wool fabrics, wash'n wear fabrics of polyester/wool mixtures for manufacture of sports slacks, weight range from 8 to 16 ozs. per yd. Monatic-Alba Ltd. (manufacturer), P.O. Box 10, Wynberg, Cape Province. WTD 6/68.

227 Floor covering mills, products

AUSTRALIA—Carpets, tufted broadlooms, tufted throw rugs, principally of nylon, other synthetic materials. Direct purchase and agency. L. P. Keating & Sons Pty. Ltd. (agent, distributor, importer), 279 Clarence St., Sydney, 2000. WTD 5/68.

228 Yarn, thread mills, products

● **CEYLON**—7,500 lbs. rayon yarn, various colors. Bid deadline 10 a.m., Aug. 3. Contact Chairman, Tender Board, Department of Rural Development and Small Industries, Colombo 7, Ceylon.

229 Textile goods

GERMANY—Flax waste, hemp waste from spinning mills, textile finishing plants. Requests price quotations c.i.f. or C&F European ports. Ernst Wiedemeyer (importer, exporter, wholesaler), 48 Bielefeld, Sudbrackstrasse 25a, Schliessfach 9340. WTD 6/68.

NORWAY—Nonwoven textile waste for polishing of automobiles. Norsk Pussegarnfabrik A/S (importer), Utstikker 1, Oslo 1. WTD 6/68.

236 Girls', children's, infants' outerwear

GIBRALTAR—Summer, winter dresses, trousers, shorts, underwear, nightwear, coats, suits, accessories for ages five to 12 years. "KANDY" Children's Boutique (importer retailer), 98 Irish Town. WTD 6/68.

249 Wood products

TANZANIA—Hard pressed wood fiber boards. Hardware Industries (T) Ltd. (importer, manufacturer), P.O. Box 21171, Dar es Salaam. WTD in preparation.

251 Household furniture

SWEDEN—Outdoor furniture, lawn, beach, camping, picnic, related products; metal, wood. Agency and direct purchase. Vevab Fritidsartiklar AB (agent, wholesaler, importer), Box 164, S-330 20 Anderstorp. WTD 6/68.

262 Paper mills, products

● **IRAN**—625 tons white paper in bobbins. Bobbin widths range from 295 mm to 613 mm. Substance to be 90 grams/$M^2 \pm 2$ grams. Bid deadline Sept. 14.

Copies of the tender form are available from Forest Products and Packaging Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3003).

NETHERLANDS—White and colored writing paper not requiring carbons, top- middle, undersheets; white- and colored duplicator paper. Interested in new product items. Exclusive representation and direct purchase. Riem & Honig, N.V., Papiergroothandel v/h (importer, distributor), 10 Diepenhorstlaan, Rijswijk, Z.H. (The Hague). WTD 2/68. Contact: Mr. P. de Ridder, Managing Director.

263 Paperboard mills, products

● **IRAN**—100 tons white triplex board in sheets. Substance to be 270-280 grams/M^2. Thickness to be 0.30-0.32 mm. Sheet sizes to be divided between 43 x 62 centimeters and 46 x 54 centimeters. Bid deadline Sept. 11.

Copies of tender and sample specimen available from Forest Products and Packaging Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. Telephone 202-967-3003).

281 Industrial chemicals

AUSTRALIA—Continuing supplies of tetrahydrothiophene dioxide; diisobropanolamine. Austral-Pacific Fertilizers Ltd. (manufacturer), 344 Queen St., Brisbane 4000, Queensland.

GERMANY—Polyether and isocyanates for production of cast resins, adhesives, liquid plastics. Requests price quotations c.i.f. European ports. Requests replies in German. Haeger & Kaessner KG., Kunststoff-Fabrikation (wholesaler, manufacturer, exporter), 47 Hamm/Westf., Postfach 210. WTD 7/68.

● **INDIA**—Tender #FP4(7)/PII-5(56)/68—ammonium sulphate (bulk) 150,000 metric tons, shipment during September and October.

Tender #FP4(8)/PII-5(55/68—urea (bagged) 150,000 nitric tons, shipment during September and October.

Bid deadline July 26.

Documents containing specifications and other conditions on above tenders may be obtained from the India Supply Mission, 2536 Mass. Ave., NW, Washington, D.C. 20008.

282 Synthetic materials

AUSTRALIA—Plastic rod, in diameters of 8 mm. to 9.5 mm. Required for manufacture of terminating fittings of PVC covered cables to be formed into a helical shape after being heated to a temperature where it becomes pliable. Main properties required are: good electrical insulator; withstand outdoor conditions; maintain its helical shape up to a temperature of 75°C; have a very high resistance to impact loads; good tensile strength. Approximate annual requirements are 78,000 meters of 8 mm. rod and 15,000 meters of 9.5 mm. rod. Samples, quotes requested. Dulmison (Australia) Pty. Ltd. (distributor, exporter, importer), 27-39 Chisholm Rd., Sefton, N.S.W. 2162. WTD 6/68.

SENEGAL—Plastic granules, dies, powders for manufacture of plastic shoes, household

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

utensils. Requests replies in French. Societe Senegal Plastic (manufacturer), Avenue Coumba N'Doffene Diouf, B.P. 28, Thies. WTD 6/68.

SOUTH AFRICA—Polystyrene sheeting: clear oriented, taste- and odorless for manufacture of food trays. Emaillit Works (Pty.) Ltd. (manufacturer), P.O. Box 68, Consani Road, Elsies River, Cape Province. WTD in preparation.

SWITZERLAND—Plastics materials. Direct purchase and agency. Dekulen AG (importer, agent, distributor), Limmatstrasse 109, 8031 Zurich. WTD 7/68.

283 Drugs

SWITZERLAND—Ethical pharmaceutical specialities. Direct purchase and agency. Biomed AG (importer, distributor), Stauffacherstr. 45, 8026 Zurich. WTD 7/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

KUWAIT—Perfumes, cosmetics, other toilet preparations. Direct purchase and sole distributorship for Kuwait, Arabian Gulf States. Ahmad Saleh Al-Buseiry (wholesaler, retailer, agent), P.O. Box 2642, Kuwait. WTD 2/68.

287 Agricultural chemicals

NEW ZEALAND—Chemical fertilizers, agricultural pesticides. Dalhoff and King (New Zealand) Ltd. (importer, distributor), 161-163 Thorndon Quay, P.O. Box 3040, Wellington. WTD 3/67.

299 Products of petroleum, coal

THAILAND—Metallurgical coke for cast iron foundry, 85% carbon content, initial order 50-100 tons, packed in gunny bags, each containing 50 kgs. A. T. E. Maskati Ltd. (importer, wholesaler), 78 Anuwongse Road, Bangkok, Thailand. WTD in preparation.

307 Plastics products

AUSTRALIA—Dispensers suitable for use in removing industrial hand cleaner preparations from one to four gal. containers; plastic containers suitable for cosmetic packaging. Direct purchase and agency. Hu-Chem Pty. Ltd. (distributor, exporter), 1 Campbell Parade, Manly Vale, N.S.W. 2093, P.O. Box 64, Brookvale, N.S.W. 2100. WTD 7/68.

FRANCE—Vinyl chloride plastic sheeting, related material, adhesive back, suitable for use by manufacturers of table linen; adhesive plastic tapes, pressure sensitive, for decoration, other purposes, table-tops. Direct purchase and agency. Minerva, S.A. (manufacturer, dealer), 16 Place du Palais; 33- Bordeaux, Gironde. WTD 6/68.

322 Glass, glassware

AUSTRALIA—Glass containers suitable for cosmetic packaging. Direct purchase and agency. Hu-Chem Pty. Ltd. (distributor, exporter), 1 Campbell Parade, Manly Vale, N.S.W. 2093, P.O. Box 64, Brookvale, N.S.W. 2100. WTD 7/68.

TAIWAN—Optical lens blanks. Direct purchase and agency. Tonwall Corp. (agent), P.O. Box 68, Taipei. WTD 3/67.

329 Abrasive, asbestos, nonmetallic mineral products

JAPAN—Vermiculite; crude, other forms, for building insulation use. Direct purchase and agency. Kyowa Boeki Co., Ltd. (importer), Oiso Bldg., 1 Hongo 2-chome, Bunkyo-ku, Tokyo. WTD in preparation.

PORTUGAL—Silica, other refractory bricks. Direct purchase and agency. Fundicoes do Rossio de Abrantes, S.A.R.L. (foundry), Rua Escola Caldeira, Rossio de Abrantes. WTD in preparation.

TANZANIA—Asbestos, especially masonite. Hardware Industries (T) Ltd. (importer, manufacturer), P.O. Box 21171, Dar es Salaam. WTD in preparation.

331 Steel mill products

AUSTRALIA—Up to 3,000 tons of deformed wire in 4 mm., 6½ mm. and 9½ mm. gauges in annual quantities of up to 3,000 tons. Wire required in catch weight coils, unwrapped, to be consigned to ports of Brisbane, Sydney, Melbourne, Adelaide, Perth in consignments of not less than 100 tons in each gauge. Rocla Concrete Pipes Ltd. (manufacturer, importer, exporter), Box 2049 S, 31 Queen St., Melbourne 3000, Victoria. WTD 6/68.

● **CEYLON**—Hot forging tool steel bars, 4 M.T. 70 mm dia. and 1 M.T. 32 mm dia. Ordinary carbon steel bars carbon 0.50-0.62 percent, about 43 M.T. 60 mm x 25 mm.

The Chairman, Tender Board, Ceylon State Hardware Corp., 242 Havelock Road, Colombo 5.★ (Telephone: 202-967-2363.

ECUADOR—Steel strip for manufacture of machete blades; specifications: 6 meters x 5 centimeters x 2 millimeters in thickness. Quotations f.o.b., c.i.f. Guayaquil. Requests replies in Spanish. Herramientas Agricolas Nacionales (HENASA) (manufacturer), P.O. Box 2205, Quito. WTD 7/67.

● **IRAN**—Strap-iron for making "S" shaped pieces for sleepers. 100 M.T. 2 x 25 mm, tender 598/47, bid deadline Sept. 2. Iranian State Railways, Tehran.★ (Telephone: 202-967-2364)

JAMAICA—Eight miles of 16″ steel tubes in lengths of 20′ to withstand pressure of 250 lbs. per sq. in. Mr. Rupert Arscott, Parish Council, Port Antonio, Portland.

LIBYA—Steel billets in following measurements: 60 x 60 x 1500 mm; 60 x 60 x 3000 mm; 70 x 70 x 1500 mm; 70 x 70 x 3000 mm; 80 x 80 x 3000 mm. Direct purchase and agency. Gheddah Trading Co. (importer), P.O. Box 805, Tripoli. WTD 4/68.

PORTUGAL—Ferroalloys, other casting products; steel pipes. Direct purchase and agency. Fundicoes do Rossio de Abrantes, S.A.R.L. (foundry), Rua Escola Caldeira, Rossio de Abrantes. WTD in preparation.

342 Cutlery, hand tools, general hardware

FRANCE—General hardware, hand tools for use in building industry; hobby tools, hardware, household gadgets, related articles for sale in do-it-yourself shops. Descriptive literature and price lists requested. Direct purchase and agency. Manufacture d'Armes et Cycles de Chatellerault (manufacturer), 36 Avenue du President Wilson; 86- Chatellerault, Vienne. WTD 6/68.

SWITZERLAND—Mechanics' hand service tools, assembly tools, heavy forged tools, metalworking files and rasps, metalworking power saw blades, high speed metal cutting band saw blades, hand saw blades. Direct purchase and agency. Carl Bossard (importer, distributor), Baarerstr. 23, 6301 Zug. WTD 7/68.

TANZANIA—Hinges and butts, pad bolts, hasps and staples, safety hasps, door locks, lock sets, other various general hardware. Hardware Industries (T) Ltd. (importer, manufacturer), P.O. Box 21171, Dar es Salaam. WTD in preparation.

345 Screw machine products

SWITZERLAND—Screws, bolts, nuts, washers. Direct purchase and agency. Carl Bossard (importer, distributor), Baarerstr. 23, 6301 Zug. WTD 7/68.

351 Engines, turbines

SWEDEN—Outboard motors; marine engines for small, medium sized pleasure boats. Agency and direct purchase. Vevab Fritidsartiklar AB (agent, wholesaler, importer), Box 164, S-330 20 Anderstorp. WTD 6/68.

352 Farm machinery

ECUADOR—Farm machinery, equipment. Quotations f.o.b., c.i.f. Guayaquil. Illustrated catalogs requested. Direct purchase and agency. Requests replies in Spanish. Herramientas Agricolas Nacionales (HENASA) (manufacturer), P.O. Box 2205, Quito. WTD 7/67.

FRANCE—Apple, pear-peelers and parers; cherry-, plum- and prune-stoners; light- and medium-duty equipment, machinery, implements for use principally in cooperative orchards and farms, such as up-to-date handling-machinery, elevators, pallets, other machines; fruit-pickers, cleaners; washers, driers, related lines. Direct purchase and agency. Societe Union Technique (dealer), 14-16 Rue Dayde; 31- Toulouse, Haute-Garonne. WTD 6/68.

SWEDEN—Lawn mowers, power; small size snow blowers; rotary cultivators. Agency and direct purchase. Vevab Fritidsartiklar AB (agent, wholesaler, importer), Box 164, S-330 20 Anderstorp. WTD 6/68.

354 Metalworking machinery

BOLIVIA—Machinery to draw and wind wire of steel and copper for wire mesh. Requests replies in Spanish. Harjes & Cia. Ltda. (importer), Casilla (P.O. Box) 526, La Paz. WTD 6/68.

ECUADOR—Metalworking machinery, equipment for manufacture of tools in general. Quotations, c.i.f., f.o.b., Guayaquil. Illustrated catalogs requested. Requests replies in Spanish. Herramientas Agricolas Nacionales (HENASA) (manufacturer), P.O. Box 2205, Quito. WTD 7/67.

GERMANY—Power-driven hand tools; woodworking, metalworking. Walter Harder (retailer, agent, importer). 7716 Geisingen, Baden, Hauptstrasse 12. WTD 6/68.

SWITZERLAND—Electric, pneumatic hand drills, bits, other power driven metalworking hand tools, machine tool accessories. Direct purchase and agency. Carl Bossard (importer, distributor), Baarerstr. 23, 6301 Zug. WTD 7/68.

355 Special industry machinery

TANZANIA—Electroplating machinery, equipment for chrome plating, other anti-corrosion treatments. Descriptive material requested. Hardware Industries (T) Ltd. (importer, manufacturer), P.O. Box 21171, Dar es Salaam. WTD in preparation.

356 General industrial machinery

TANZANIA—Requests approximate c.i.f. Dar es Salaam cost for complete machinery to manufacture butt hinges (steel and brass), tower

bolts (steel and brass), hasps/staples, pad bolts, trunk and door handles; machinery to manufacture dies for above. Requests descriptive material. Hardware Industries (T) Ltd. (importer, manufacturer), P.O. Box 21171, Dar es Salaam. WTD in preparation.

357 Office, computing, accounting machines

● **YUGOSLAVIA**—Supply of data processing equipment of high standard. Tender No. SL. list #24, bid deadline September 10. Podravka, Prehrambena industrija, Koprivnica/SR Hrvatska, Belgrade.

● Supply of electronic computer with core memory, corresponding outside and auxiliary equipment. Offer must contain: expert help in introducing organization of automatic data processing, price of elements, payment and credit conditions, delivery deadline, assembly, organization of servicing, and warranty. Tender No. SL. list #24, bid deadline Sept. 10. Zdruzeno podjetje, Iskra Kranj. Kranj/Savska loka 4, Belgrade.

358 Service industry machines

IRAN—Air conditioning machines for caged poultry houses. Irano Anglo Commercial Co., Ltd. (importer), 169 Old Shemiran Rd., Tehran. WTD 6/67.

SWITZERLAND—Automatic vending machines for general goods, warm and cold beverages. Direct purchase and agency. Schurtenberger, Dr. G. F. (importer, distributor), Rietholzstr. 60, 8125 Zollikerberg. WTD 7/68.

361 Electric transmission, distribution equipment

GERMANY—Low-voltage switchgears, switchgear accessories; materials, parts for switchboards, electric control, metering panels; cubicles .Walter Harder (retailer, agent, importer), 7716 Geisingen, Baden, Hauptstrasse 12. WTD 6/68.

362 Electrical industrial apparatus

PORTUGAL—Graphite electrodes. Direct purchase and agency. Fundicoes do Rossio de Abrantes, S.A.R.L. (foundry), Rua Escola Caldeira, Rossio de Abrantes. WTD in preparation.

363 Household appliances

GERMANY—Various types of small electric household appliances. Walter Harder (retailer, agent, importer), 7716 Geisingen, Baden, Hauptstrasse 12. WTD 6/68.

SWITZERLAND—Home sauna. Direct purchase and agency. Elco Oelfeuerungen AG (manufacturer, importer, distributor), Thurgauerstr. 23, 8050 Zurich. WTD 7/68.

364 Electric lighting, wiring equipment

GERMANY—Electrical components and wiring materials for industrial machinery, building installation. Walter Harder (retailer, agent, importer), 7716 Geisingen, Baden, Hauptstrasse 12. WTD 6/68.

NORWAY—Searchlights, marine for fishing vessels, naval vessels, merchant ships, pleasure craft. Hans J. Brevig A/S (importer), P.O. Box 380, Sandvika, Oslo. WTD 6/68.

365 Radio, television receiving sets

SWITZERLAND—Juke boxes. Direct purchase and agency. Schurtenberger, Dr. G. F. (importer, distributor), Rietholzstr. 60, 8125 Zollikerberg. WTD 7/68.

369 Electrical machinery, equipment, supplies

ISRAEL—Nickel-cadmium cells, small direct current motors (developed for space rocket mechanisms) for manufacture of electrical appliances, batteries. Tel-Rad Consolidated Telephone & Radio Co., Ltd. (manufacturer), P.O. Box 50, Lod. (Attn. Mr. E. Gunders, Head of Instrumentation Dept.). WTD in preparation.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—New repair and replacement parts for following brands of Army trucks: Reo G-742, Reo/Diamond G-744, Dodge-Jeep G-741. F. W. Wichhart h/o R.E.O.M.I.E. (importer, wholesaler), 18 Johannahoeveweg, Wolfheze. WTD in preparation.

SWEDEN—Accessories for automobiles. Creson Bildetaljer AB (agent, wholesaler), Magasinsgatan 3, S-411 18 Goteborg. WTD 6/68.

372 Aircraft, parts

SWITZERLAND—General aviation products, parts. Direct purchase and agency. Air Material AG (wholesaler, agent, distributor), POB 160, 8058 Zurich-Airport. WTD 7/68.

373 Ship, building, repairing

SWEDEN—Small, medium sized fiber glass boats. Agency and direct purchase. Vevab Fritidsartiklar AB (agent, wholesaler, importer), Box 164, S-330 20 Anderstorp. WTD 6/68.

381 Engineering, laboratory, scientific, research instruments

● **KOREA**—Supply of preparative ultracentrifuge; polycarbonate, clear large-size mouse cage; hanging type rabbit cage; spectrophotometer; pH meter, gas chromatograph; balances; air pumps.

Tender No. AID/SA-8080-P, bid deadline Aug. 16. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-967-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

PORTUGAL—Hydraulic manometers. Direct purchase and agency. Fundicoes do Rossio de Abrantes, S.A.R.L. (foundry), Rua Escola Caldeira, Rossio de Abrantes. WTD in preparation.

394 Toys, amusement, sporting goods

SWITZERLAND—Plastic swimming pools, prefabricated, approximate size 17' x 8', complete with water filter system. Direct purchase and agency. Elco Oelfeuerungen AG (manufacturer, importer, distributor), Thurgauerstr. 23, 8050 Zurich. WTD 7/68.

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Full line costume jewelry. Leaflets, prices requested. Direct purchase and agency. Leo A. McErsky, Wynyard Jewellers Store (importer, manufacturer, retailer, distributor), No. 52 The Ramp, Wynyard, Sydney, N.S.W. 2000. WTD 7/68.

399 Manufacturing industries

SWITZERLAND—Coin operated amusement machines. Direct purchase and agency. Schurtenberger, Dr. G. F. (importer, distributor), Rietholzstr. 60, 8125 Zollikerberg. WTD 7/68.

732 Consumer credit reporting agencies, mercantile reporting agencies, adjustment, collection agencies

UGANDA—Credit reporting, collection. M. J. Lennox (service), P.O. Box 7138, Kampala. WTD 7/68.

739 Business services

UGANDA—Commercial research, development. M. J. Lennox (service), P.O. Box 7138, Kampala. WTD 7/68.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

MOROCCO—Capers, olives, olive oil, fish, anchovies, mushrooms, truffles, moroccan wine. Requests replies in French. de Siran de Cavanac (broker), 71 Rue de Fez, Tangier. WTD 6/68.

208 Beverage industries

FRANCE—Liqueurs, cordials, flavored syrups, such as "Eau de Noix" (a sweet liquor made with alcohol, sugar, and fresh unshelled walnuts); prune brandy, others in glass-bottles; fruits of various categories, in liqueur, in 70-centiliter glass-casks. Serres (Liqueurs Benoit) (producers, wholesalers, exporters), 46 Rue Achille-Viadieu, 31- Toulouse, Haute-Garonne. WTD 6/68.

227 Floor covering mills products

MOROCCO—Moroccan, Algerian hand-woven rugs. Requests replies in French. de Siran de Cavanac (broker), 71, Rue de Fez, Tangier. WTD 6/68.

231 Men's, youths', boys' suits, coats, overcoats

COLOMBIA—Men's, boys' dacron, cotton suits and trousers. Price list, samples upon request. Confecciones Lord Ltda. (manufacturer, wholesaler, exporter), Apartado Aereo (Air Mail P.O. Box) 1207, Barranquilla. WTD 6/68.

233 Women's, misses', juniors' outerwear

MOROCCO—Women's dresses, Moroccan style, called "Kaftans". Samples, prices available upon request. Fabrique Artisanale (manufacturer, exporter), Derb Moulay Abdallah, 15, Rue Bargach, Rabat. WTD 6/68.

235 Hats, caps, millinery

COLOMBIA—Panama hats. Jorge E. Mesa Z. (manufacturers, exporters), Calle 16 No. 23-46, Pasto. WTD in preparation.

242 Sawmills, planing mills

MALAYSIA—Malaysian sawn timber. Sharikat Goodwill Trading Corp. (sales and indent agent), 117-A, 1st Floor, Penang St., Penang. WTD 4/68.

243 Millwork, veneer, plywood, prefabricated structural wood products

MALAYSIA—Veneer corestock. Sharikat Goodwill Trading Corp. (sales and indent agent) 117-A, 1st Floor, Penang St., Penang. WTD 4/68.

349 Fabricated metal products

FRANCE—Metallic ladder (tubular steel), patented article of new type, a safety combination folding ladder designed for prompt operation, easy transportation in open or folded positions; may be stored in small space. Multi-purpose article, in- and out-door, which may be operated at required level in practically all positions; also tubular scaffolding for home use, artisan workers. Illustrated brochure in French available on loan from Trade Opportunities Staff, BDSA-618, Rm. 4059, U.S. Dept. of Commerce, Washington, D.C. 20230. Manufacture d'Armes et Cycles de Chatellerault (manufacturer), 36 Avenue du President-Wilson; 86- Chatellerault, Vienne. WTD 6/68.

367 Electronic components, accessories

YUGOSLAVIA—Electron tubes: 1 S2 A, 6 AK 8, 6 DC 8, 12 AK 7, 12 AX 7, 6 AQ 8, 6 DJ 8, 6 HA 5, 6 BL 8, 6 GJ 7, 6 AJ 8, 6 DS 8, 6 JX 8, 6 MB 8, 6 DX 8, 6 GV 8, 6 GW 8, 6 BX 6, 6 BY 7, 6 DA 6, 6 BQ 5, 6 CW 5, 6 GB 5, 6 BR 5, 6 FG 6, 6 V 4, 6 S 2, 6 S2 A, 6 AL 3, 9 AK 8, 7 DJ 8, 4 HA 5, 9 A 8, 8 GJ 7, 9 JW 8, 16 A 8, 15 DQ 8, 18 GV 8, 14 GW 8, 15 CW 5, 27 GB 5, 17 Z 3, 30 AE 3, 10 LD 12, 19 D 8, 50 MB 8, 45 B 5, 19 BR 5, 6 AU 6A, 12 BE 6, 12 BA 6, 50 C 5, 6 BZ 6.

Electron tubes (European designation): LC 900, LCF 200, PCF 200, PCF 201, PL 504, PM 80, UCH 83, UCL 85, UF 80, UF 85, UF 89, XM 80, XC 900. Elektronska Industrija Ei (manufacturer) Nis/Yugoslavia, Exp. III/TOge. WTD 2/68.

399 Manufacturing industries

MOROCCO—Hand-made rugs, hand-made leather articles, Moroccan type blankets, brass articles, wood works, dolls and figurines, gift items. Price list, samples available upon request. Fabrique Artisanale (manufacturer, exporter), Derb Moulay Abdallah, 15, Rue Bargach, Rabat. WTD 6/68.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

GERMANY—Corned beef, deep frozen meat in retail packages. Kramer & Groth (sales agent), Reineckestrasse 5, Hamburg 50. WTD 5/68.

202 Dairy products

GERMANY—Canned condensed milk in retail packages. Kramer & Groth (sales agent), Reineckestrasse 5, Hamburg 50. WTD 5/68.

203 Canning, preserving foods

GERMANY—Deep frozen vegetables, fruits; canned sea foods. Kramer & Groth (sales agent), Reineckestrasse 5, Hamburg 50. WTD 5/68.

204 Grain mill products

GERMANY—All types of dog, cat foods. Kramer and Groth (sales agent), Reineckestrasse 5, Hamburg 50. WTD 5/68.

209 Food preparations

PAKISTAN—Soybean, cottonseed oils. Cellux Pakistan Ltd. (sales and indent agent, exporter), 71 Motijheel Commercial Area, Dacca-2. WTD 8/67.

281 Industrial chemicals

ITALY—Fumaric acid; tartaric acid; citric acid; alcohols and esters; aliphatic solvents; toluene, xylene, cyclohexane and petrol derivatives; solvent naphtha; alkybenzols; lauryl solvents. Giaj Arcota Gianfranco (agent), Via Carlo Alberto 40, 10123 Torino. WTD 7/68.

PAKISTAN—All kinds of organic, inorganic industrial chemicals. Cellux Pakistan Ltd. (sales and indent agent, exporter), 71 Motijheel Commercial Area, Dacca-2. WTD 8/67.

283 Drugs

AUSTRALIA—Pharmaceuticals, especially ethical lines. Sana Products Pty. Ltd. (agent, wholesaler), 56 Douglas St. East, St. Ives, N.S.W. 2075. WTD 6/68.

INDIA—Medicinal chemicals, biological products, pharmaceutical preparations of all types. Paramount Dyes and Chemicals Private Ltd. (importer, distributor, agent), Elphinstone Bldg., 10 Veer Nariman Road, Bombay 1. WTD 7/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

GERMANY—Household detergents, cleaning preparations, cosmetics, toilet preparations, other non-food items suitable for sale through supermarkets, chain stores. Kramer & Groth (sales agent), Reineckestrasse 5, Hamburg 50. WTD 5/68.

PARAGUAY—Tooth paste. Exclusive agency. Sr. Luis Peroni, a/c Antonio Doljak S.R.L. (agent, importer, wholesaler), Casilla Postal 42, Asuncion. WTD 6/68.

286 Gum, wood chemicals

ITALY—Turpentine. Giaj Arcota Gianfranco (agent), Via Carlo Alberto 40, 10123 Torino. WTD 7/68.

287 Agricultural chemicals

PAKISTAN—All kinds of fertilizers. Jawaid & Co. (sales and indent agent), 48 Bijoy Nagar, P.O. Box No. 404, Dacca-2. WTD 8/67.

Fertilizers. Cellux Pakistan Ltd., (sales and indent agent, exporter), 71 Motijheel Commercial Area, Dacca-2. WTD 8/67.

335 Rolling, drawing, extruding of nonferrous metals

NETHERLANDS—Coaxial cable; teflon wire and cable; conform to U.S. military specifications. Exclusive representation for Benelux, Western Germany. Compro, Inc. (agent, wholesaler, importer, exporter), 96 Meppelweg, The Hague. Attn.: Mr. Jack Gidding, Mgr. WTD 4/67.

342 Cutlery, hand tools, general hardware

GERMANY—Precision tools, attachments for use in machine tool, automobile, refrigeration, aircraft, radio and TV industries. Heinrich Ullerich & Co. (sales agent), Kapitaen-Dreyer-Weg 17, Hamburg 55. WTD 1/67.

PAKISTAN—All kinds of builders' hardware including padlocks, door locks. Steel Age Corp. (importer, manufacturer), East Pakistan Hotel Bldg., Motijheel Commercial Area, Dacca-2. WTD 11/67.

349 Fabricated metal products

TAIWAN—Valves, pipe fittings. Sun Moon Star Co., Ltd. (importer, agent), 81 Nei Chiang St., Taipei. WTD 3/68.

352 Farm machinery

PAKISTAN—All kinds of farm machinery, equipment including tractors, power tillers, plows, irrigation pumps. Cellux Pakistan Ltd. (sales and indent agent, exporter), 71 Motijheel Commercial Area, Dacca-2. WTD 8/67.

All kinds of farm machinery, equipment including tractors, power tillers, plows, irrigation pumps. Steel Age Corp. (importer, manufacturer), East Pakistan Hotel Bldg., Motijheel Commercial Area, Dacca-2. WTD 11/67.

353 Construction, mining, materials handling machinery, equipment

TAIWAN—Oil field rotary drilling, production machinery. Sun Moon Star Co., Ltd. (agent, importer), 81 Nei Chiang St., Taipei. WTD 3/68.

354 Metalworking machinery

GERMANY—Precision metalworking machine tools of all types. Paul Tillner (sales agent), 6000 Frankfurt, Robert Blum Str. 5. WTD 6/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Precision tools, attachments for use in machine tool, automobile, refrigeration, aircraft, radio and TV industries. Heinrich Ullerich & Co. (sales agent), Kapitaen-Dreyer-Weg 17, Hamburg 55. WTD 1/67.

NETHERLANDS—Electric tools for industrial use. Agency for western Europe. Van Gelder Compagnie N.V. (importer, distributor, exporter, representative, agent, manufacturer), 60 Schuttevaerweg, or P.O. Box 660, Rotterdam. Attn. Mr. J. A. van Gelder, Gen. Mgr. WTD 4/68.

PAKISTAN—All kinds of metalworking machinery, equipment including machine tools, special dies, presses, power driven hand tools. Steel Age Corp. (importer, manufacturer), East Pakistan Hotel Bldg., Motijheel Commercial Area, Dacca-2. WTD 11/67.

Machine tools, metal cutting, forming types. Jawaid & Co. (sales and indent agent), 48 Bijoy Nagar, P.O. Box No. 404, Dacca-2. WTD 8/67.

355 Special industry machinery

NETHERLANDS—Plastics and rubber working machinery such as granulators, injection molding machines. Agency for western Europe. Van Gelder Compagnie N.V. (importer, distributor, exporter, representative, agent, manufacturer), 60 Schuttevaerweg, or P.O. Box 660, Rotterdam. Attn. Mr. J. A. van Gelder, Gen. Mgr. WTD 4/68.

356 General industrial machinery

GUATEMALA—Semi-automatic and hand-operated packaging machines for general industrial use. Compania Electronica Comercial, S.A. (manufacturers' representative), 11 Calle 6-32, Zona 1—Apartado Postal 1711, Guatemala City. WTD 6/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

NETHERLANDS—Industrial transmissions such as couplings, speed reducers, gears, chains, V-ropes, timing belts. Agency for western Europe. Van Gelder Compagnie N.V. (importer, distributor, exporter, representative, agent, manufacturer), 60 Schuttevaerweg, or P.O. Box 660, Rotterdam. Attn. Mr. J. A. van Gelder, Gen. Mgr. WTD 4/68.

360 Electrical machinery, equipment, supplies

PARAGUAY—All types of electrical machinery, equipment and supplies. Sr. Alberto Rautenberg, a/c Gomal S.A. (agent, importer, wholesaler, retailer), Casilla Postal 1201, Asuncion. WTD 6/68.

362 Electrical industrial apparatus

GUATEMALA—Industrial controls; light duty electronic circuit equipment. Compania Electronica Comercial, S.A. (manufacturers' representative), 11 Calle 6-32, Zona 1—Apartado Postal 1711, Guatemala City. WTD 6/68.

366 Communication equipment

GUATEMALA—Television closed circuit equipment for use in factories. Compania Electronica Comercial, S.A. (manufacturers' representative), 11 Calle 6-32, Zona 1—Apartado Postal 1711, Guatemala City. WTD 6/68.

TAIWAN—Direction finder, fish finder, marine radar and automatic pilot for fishing boats. Polytron Corp. (agent), 8 Kwei Teh St., Taipei. WTD 6/67.

371 Motor vehicles, motor vehicle equipment

THAILAND—Automobile air conditioners for U.S., European, Japanese passenger cars. Exclusive agency for line not yet represented in Thailand. Siphya Publishing Co., Ltd. (importer, printer), 423 Siphya Road, Bangkok. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—All kinds of laboratory, scientific instruments. Jawaid & Co. (sales and indent agent), 48 Bijoy Nagar, P.O. Box No. 404, Dacca-2. WTD 8/67.

382 Instruments for measuring, controlling, indicating physical characteristics

TAIWAN—Orifice meters, gas, gasoline and oil meters, mass flowmeters, other testing instruments for oil refinery. Sun Moon Star Co., Ltd. (importer, agent), 81 Nei Chiang St., Taipei. WTD 3/68.

399 Manufacturing industries

PARAGUAY—Toothbrushes. Exclusive agency. Sr. Luis Peroni, a/c Antonio Doljak S.R.L. (export agency), Casilla Postal 42, Asuncion. WTD 6/68.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

NETHERLANDS—C. H. Steinmeier, Gen. Mgr., Steinmeier & Co. N.V., 7 Gestelsestraat, Aalst (NB), **interested in setting up a manufacturing subsidiary in U.S., preferably in Cleveland, Ohio area and requesting technical information.** July 22 via New York for approx. one month. c/o F. J. Daley, 111 Mountain Drive, Greenbrook-Dunellen, N.J. 08812.

Itinerary: 7/24-25 New York, 7/26-30 Los Angeles, 7/31-8/2 Chicago, 8/5-11 New York City, New Jersey cities, 8/12-16 Toronto, 8/20-22 New York, 8/27 for indefinite period Cleveland. WTD 5/68.

PAKISTAN—S. M. Bazlool Huq, S. M. Bazlool Huq & Co., Idrees Bldg., Block 13 & 14, Khatunganj, P.O. Box 350, Chittagong, **interested in agency franchises for nonferrous metals, coal tar dyes, chemicals, fertilizers, drugs and medicines, locomotives, tractors, mobile cranes.** July 7 via New York for one month. c/o Spies Shipping Corp., 26 Broadway, New York, N.Y. 10004.

Itinerary: Washington, Chicago, Little Rock, New Orleans, Los Angeles, San Francisco. WTD 11/66 under revision.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BRAZIL—Companhia Docas de Santos (CDS) has announced that it will soon present to the Brazilian National Department of Ports a proposal to construct a **three-berth terminal for containerized cargo and a bulk cargo terminal.** U.S. port authorities are reportedly being asked for information on design and organization methods.

CHILI—Plans by the Chilean National Nuclear Energy Commission (CNEN) to establish a **National Center for Nuclear Studies** are beginning to materialize. A site for the center, which will be the focus for nuclear studies in Chile, has been acquired and construction on the first building which will house the irradiator to be loaned by the U.S. Atomic Energy Commission, is scheduled to begin before the end of the year.

As presently conceived, the Center will be built in three stages. During the first, the site will be developed and supplied with electricity and water, a building will be constructed to house the irradiator as well as mechanical and electrical shops and an engineering building will be erected. In the second stage a research reactor will be installed, and buildings for a radiochemistry laboratory, administrative offices, and classrooms will be built. The third stage will include the construction of buildings for physics, engineering, and biochemistry and possible additional buildings for medicine and auxiliary services such as housing for visitors.

The CNEN budget for 1968 totals E° 1.3 million (6.5 E° = ca. U.S. $1) and $20,000. Of these sums E° 650,000 and $10,700 are earmarked for development of the Center. Most of the development expenses in 1968 will be for the construction of the Center's first building which will house the irradiator.

The CNEN is presently concluding an agreement with the U.S. Atomic Energy Commission under which an irradiator will be loaned to the Chileans for research, principally in the preservation of fish and fruit. Use of the irradiator is to be made accessible to scientists of neighboring countries and there is to be basic coordination with studies being made in Argentina and Peru with irradiators located

in those countries on loan from the U.S. Atomic Energy Commission.

The CNEN will solicit bids in the near future for the erection of the building to house the irradiator. The deadline for the construction of the building is set for February 1969, when delivery of the irradiator is expected. As noted above most of the money set aside in the CNEN budget for 1968 to begin development of the Center will be spent on this building.

The research reactor to be installed at the Center, although no definite agreement has been signed, will apparently be built in France and financed by credits of the French Government.

Late last year during the visit to Paris of the Chilean Foreign Minister it was announced that the French had agreed to furnish a long term credit of 10 million francs for the reactor. It is understood that about one-third of this sum will be a grant from the French Government. The reactor being negotiated with the French is a five-megawatt swimming pool type to be fueled with enriched uranium. The CNEN hopes the reactor can be delivered by early 1970 and operational by mid-1970.

COLOMBIA—Extensive plans to greatly increase Colombia's **power generating capacity** have recently been reported from Bogota. Although today Colombia has an installed capacity of 1,680,816 kilowatts (about 90 watts per capita), the largest portion of this capacity is located in the central region of the country, while the northern provinces, despite their large population and industrial centers, have been somewhat less developed.

As part of the national plan, the El Colegio power center near Bogota is being expanded by the construction of a new penstock and the installation of three new generators with a capacity of 50,000 kilowatts each. A new power center including tunnel, penstock and power plant is also being built further upstream on the Bogota River. These two projects are scheduled for completion in 1970 or 1971.

In addition, a new hydroelectric facility is to be completed in 1970 on the San Francisco River near Manizales to provide an additional 135,000 kilowatts of electric power to the Caldas area.

During the 1970's the Government plans construction of new thermal units for the northern and eastern regions of the country, and hydroelectric facilities in the central region. The Chivor project on the Bata River in Boyaca province is the largest in terms of potential installed capacity (initial stage 500,000 kilowatts, ultimate 1,000,000 kilowatts). Reportedly, feasibility studies for the dam have been completed and considerable hydrological and geological information has been gathered.

Another project of major importance involves enlarging the dam on the Guatape River near Medellin to provide 420,000 kilowatts of additional power. Feasibility studies for this expansion have been completed.

A new power center of the Anchicaya River near Cali will be an additional major element of the Government's hydroelectric development plan. The project will provide 340,000 kilowatts of power mainly for use in the Cauca Valley. In this case pre-feasibility studies have been completed and more detailed engineering studies are being initiated.

In addition to the construction plans mentioned above, there are a number of projects which are still in very preliminary stages of consideration for possible initiation in the next decade. One such project would be the development of the San Juan River for electric power in connection with the general development of the Choco area. The Agency for International Development has recently agreed to finance a feasibility study of hydroelectric potential of this river.

Development of the Patia River is another project on the drawing boards for the future. According to reports from Bogota, pre-feasibility studies of hydroelectric potential on this river have already been carried out by the Japanese Government and the Colombian Government is now negotiating for more detailed studies. Two other possible sources of hydroelectric development under consideration are the Atrato River in Choco and the Cauca River in Antioquia near the City of Pintada.

One of the most important developments in the field of electric power over the next few years will be the construction of long distance transmission lines to interconnect various centers of power generation in Colombia.

The project of most immediate concern to planning authorities is the so-called "central interconnection system" which is designed to link the now separate facilities of Cali, Medellin, Caldas and Bogota. The plan is to install double circuit 230 (kilovolt) lines with a capacity of 250,000 kilowatts between the generating centers of El Colegio, Bogota; La Esmeralda, Caldas; Guatape, Medellin; and Yumbo, Cali—a total distance of 535 kilometers. In addition to the central interconnection system, plans are being made for an elaborate interconnection system that would link the northern, central and eastern portions of the country. In the north a 230 kilovolt line would connect Medellin, Barrancabermeja, Bucaramanga, Cucuta; and Bogota, Chivor, Paipa, Bucaramanga. The central and eastern system would be connected with the northern system by two large 380 kilovolt lines running between Medellin and Sincelejo and between Barrancabermeja and Sabanalarga.

These plans are still only preliminary in nature, but they represent a target program which power authorities hope to attain.

DOMINICAN REPUBLIC—A group of Spanish and Dominican firms have presented to the Dominican Government a proposal for the construction of the **Valdesia Hydroelectric Complex.**

The proposal has been made by the Spanish firms Agroman Empresas Constructuras, General Electric Espanola and Neyrpic. The Dominican companies involved are: Construcciones Civiles y Maritimas, Espaillat y Espaillat, Constructora Delac and Equipo y Construcciones. The feasibility study was prepared by Mendoza y Armenteros S.A., a local firm, in collaboration with EDES S.A., a Spanish firm.

At an initial cost of $20.7 million, the complex would supply water to the city of Santo Domingo, would irrigate 25,000 hectares and would produce 110 million K.W. hours per annum. Of the total cost, the Dominicans would contribute $10.2 million and the Spaniards $10.5 million. The Spanish credit would be amortized in 13 years at an annual interest of 5.5%. Press reports also indicate that the Spanish Government is willing to assist the Dominican Government with an additional loan of $2 million, to be amortized in three years; annual interest 6%; payment to start after the funds have been used in building the complex.

HONDURAS—A final feasibility study recommending the establishment of an **integrated iron and steel mill** at Agalteca has been submitted for financing to the Central Bank of Honduras.

The proposed mill will have an annual capacity of 100,000 metric tons of steel billets. The market for the billets will be the existing rolling mills throughout Central America. Sales are expected to total $10 million annually by 1970.

The proposed steel mill will use limestone and ore to be mined from deposits located within the country. The pig iron is to be produced in charcoal blast furnaces. The basic oxygen process is recommended for making the steel which is to be cast into billets by a continuous casting machine.

The estimated cost of capital investment is $35.3 million.

The generating capacity of Honduras's chief electricity supply authority, Empresa Nacional de Energia Electrica (ENEE), will be nearly doubled by the **40 megawatt Rio Lindo hydroelectric project** to be built with the assistance of loans totaling $11.5 million from the World Bank and its affiliate, the International Development Association (IDA).

ENEE's main service area is the central and northern part of Honduras in which are located the main cities—Tegucigalpa, the capital, San Pedro Sula, the second largest city and the most industrialized, and Puerto Cortes on the Caribbean—and the largest industries. This area is served by an interconnected system. The rest of the country is served by other systems, some of which will be linked to ENEE's interconnected system by 1974.

Annual increases in ENEE's power sales have been averaging nearly 31% in the last few years and are expected to average about 20% in the period 1967-71. The largest increase will be in the area served by the interconnected system of which the Rio Lindo plant will be a part. In addition to the construction of the Rio Lindo power plant, the project includes an expansion of ENEE's transmission system and feasibility studies for future hydroelectric development.

MALAYSIA—The Malaysian Minister of Transport has disclosed that two new **wharves** costing approximately $13 million are to be constructed at the North Klang Straits.

The wharves, when completed in 1972, will handle container cargo as well as conventional cargo.

The report of the consulting engineers is due early next year, after which international tenders will be issued.

SAUDI ARABIA—The Saudi Arabian government has announced that final bid dates for the $150 million **Jidda-Riyadh airport project** have been set. Specifications for the project were drawn up by Airways Engineering Corp., a division of International Consultants, Inc., 1250 Connecticut Ave., N.W., Washington, D.C. The specifications will be sent to a selected list of bidders who will have until October to prepare bids.

In addition, it is reported that the Saudi Arabian government is planning 13 secondary airports at a cost of $44.5 million. According to trade sources the government will specify that the contract for these secondary airports be on a turn-key basis with the prime contractor being responsible for the selection and installation of all terminal, maintenance and communications facilities in accordance with specifications being drawn up by the Netherlands Airport Consultants, Schiphol, The Netherlands.

A five-year construction period will be allowed for in the specifications. The invitation bid list for the secondary airport contract is still open.

Interested U.S. firms may wish to contact the Netherlands Airport Consultants or Mr. Abdullah Mahdi, Director General, Civil Aviation Directorate, Jidda, Saudi Arabia.

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

United States Foreign Trade 1961-67 (Annual). OBR 68-31. 24pp. Tables are provided on exports, imports, economic classes, AID and P.L. 480 shipments, agricultural and nonagricultural products, Standard International Trade Classification and end-use classification.

The Food Processing Industry in Peru. OBR 68-32. 8pp. Information on sugar and sugar byproducts, meat processing, grain and rice milling, barley, fats and oils, dairy products, canned foods, and the beverage and tobacco processing industries are included as well as tariff increases.

Foreign Trade Regulations of the Republic of South Africa. OBR 68-33. 8pp. Trade policy, import tariff system, sales and internal taxes, documentation and labeling, special customs provisions, nontariff import controls, South Africa's export controls, U.S. controls and government representation are covered in this report.

Establishing a Business in Argentina. OBR 68-34. 28pp. Information of interest to the potential investor is included, such as legislation, business organization, patents and trademarks, employment, taxation, availability of capital and basic economic facilities.

Write: Any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Income-tax vs. Foreigner.* By P. L. Jaitly. Published by Jaitly Publications. New Delhi, India. 1968. 309 pp. $4.**

The position of foreign corporations and individuals under the Indian income-tax law is stated lucidly in this handbook. Beginning with an explanation of the distinction between "foreigner," "non-resident," and "not ordinarily resident" assessees, the author has discussed how income accrues or arises in India, how it is computed, and how foreign collaborators can plan to avoid or reduce their tax liabilities.

Other topics covered in the book include the taxation of royalties and technical fees, the procedure for incorporating companies in India with foreign capital, and the avoidance of double taxation. The usefulness of the publication is enhanced by the author's citation of past case decisions and specific references to official notifications, press notes and circular instructions.

The author is a practicing income-tax attorney specializing in corporate matters. In addition, he is a member of the Government of India's Advisory Board of Company Secretaries and a visiting professor at the Business Management Department of the University of Delhi.

Write: Jaitly Publications, 2-E/6 New Link Rd., New Delhi 1, India.

Pan Am booklet covers U.S. Trade Centers

A detailed listing of the facilities and services available at six U.S. Trade Centers in Bangkok, Frankfurt, London, Milan, Stockholm and Tokyo has just been published by Pan American World Airways.

It provides such information as the amount of exhibit space available for U.S. manufacturers, commercial library facilities, the availability of conference rooms and a schedule of exhibits by Trade Center for July-Dec. 1968.

Copies of the booklet are available free from Pan Am offices or **from:** Advertising Dept., Pan American World Airways, Pan Am Bldg., New York, N.Y. 10017.

***El Informador de Alimentos* (Foods Report). Published by Jose Crespin. Caracas. 1968. Five per week. $97 per year surface mail, $115 airmail.**

A new bulletin on prices of Venezuelan agricultural products is available. It lists daily local prices of a great cross-section of foodstuffs, provides some New York prices, and includes a narrative in English about the market and supply situation in Venezuela.

For a sample copy or a subscription, **write:** *El Informador de Alimentos*, Santa Capilla a Mijares, Edificio San Mauricio, 4° Piso, Oficinas 40-41, Caracas, Venezuela.

***L'imposta Sul Valore Aggiunto* (Value-Added Tax) By Alvaro Perfetti and Elvio Tamburro. Published by Istituto per L'economia Europea. Rome. 1967. $3.20. 168pp.**

This study, in Italian, discusses value-added taxation. (Italy is scheduled to introduce a value-added tax by Jan. 1, 1970 in accordance with a Common Market directive).

The study contains chapters dealing with the essential elements of the value-added type of tax, a comparison of value-added tax with the cascade-type turnover tax now in effect in Italy, problems of transition to the value-added tax, Common Market tax policy and a brief outline of the general features of an Italian value-added tax, as it is envisioned by the authors.

The book makes frequent reference to the French and German value-added tax systems now in effect. Appendices contain the text of Common Market value-added tax directives and an Italian translation of the German value-added tax law of May 29, 1967. Bibliography included.

Write: Istituto per L'economia Europea, Rome, Italy.

***Economic Impact of Coffee.* Published by the World Coffee Information Center. Washington, D.C. 1968. 50 pp. Free.**

The International Coffee Agreement, created in 1962 as part of the Alliance for Progress and reaffirmed at Punta del Este in 1967, is the subject of this brochure. The agreement tackled the problem of stabilizing world coffee prices to benefit both the coffee producer and coffee consumer. Coffee is the economic lifeblood of more than 40 developing nations, mainly in Latin America and Africa. Twenty-five countries, primarily in Europe, the Far East and North America, import coffee.

The book contains statistics on exports of the individual United States to coffee-producing countries, and on total exports of each of the coffee-producing countries, their exports of coffee, exports to the U.S., and imports from the U.S. Included is such information as jobs generated by the coffee industry and U.S. imports financed with dollars earned from coffee exports.

Write: World Coffee Information Center, 1250 Connecticut Ave. NW., Washington, D.C. 20036.

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Calendar *for international traders*

BOSTON—Aug. 1—Businessmen's Consultation, **Malcolm Thompson, Economic Officer, Istanbul.** Sponsor: Commerce Field Office.

BOSTON—Aug. 5-6—Businessmen's Consultation, **Jerome R. LaVallee, Commercial Attache, Brussels.** Sponsor: Commerce Field Office.

CHICAGO—July 29—Businessmen's Consultation, **Emerson M. Brown, Economic Officer, The Hague.** Sponsor: Commerce Field Office.

CINCINNATI—Aug. 1—Businessmen's Consultation, **John N. Gatch, Jr., Deputy Chief of Mission, Kuwait.** Sponsor: Commerce Field Office.

DENVER—July 29—Businessmen's Consultation, **Dorothy M. Jester, Economic Officer, Mexico City.** Sponsor: Commerce Field Office.

DUBUQUE, Ia.—July 31—Export Workshop, luncheon meeting, Dodge House, 12 noon. Sponsors: Commerce Des Moines Field Office, REEC, Chamber of Commerce.

FAIRFIELD, Ia.—Aug. 6—Export Workshop, luncheon meeting, Fairfield Golf & Country Club, 12 noon. Sponsors: Commerce Des Moines Field Office, REEC, Chamber of Commerce.

HUNTINGTON, W. Va.—Aug. 7—Documentation & Procedure Requirements for Exports, Conference Room, Greater Huntington Chamber of Commerce, 10 a.m. Sponsors: Commerce Charleston Field Office, REEC, Small Business Admin., Chamber of Commerce.

KANSAS CITY—Aug. 8—Export Documentation Workshop, Federal Office Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

MINNEAPOLIS—July 30—Workshop on Political & Commercial Credit Insurance on Export Sales, Room B-29, Federal Courts Bldg., 9:30 a.m. Sponsors: Commerce Field Office, REEC.

NEW YORK—July 29-30—Businessmen's Consultation, **Jerome R. LaVallee, Commercial Attache, Brussels.** Sponsor: Commerce Field Office.

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